Haviland China

is stamped:

Haviland
France

Additional stamp on decorated china:

Haviland & Co.
Limoges

George C. Lynch Co.

333 Fourth Ave.

New York City

Quality Cut Glass Gives Quality Profits

YOU are carrying a certain line of cut glass because you think it is satisfactory, because it is what your customers want, because it yields a fair profit, but did you ever stop to figure out that an addition to the quality of your cut glass means an addition to the volume of your business and a corresponding increase in your profits.

¶ Passibly good cut glass yields passibly good returns but quality cut glass brings in quality returns.

¶ Empire cut glass is quality cut glass and until genius discovers better ways of making glass and more accurate methods of cutting glass there can be no better cut glass than Empire cut glass. It can't be better, therefore when you sell it you are selling the best.

Empire Cut Glass Co.

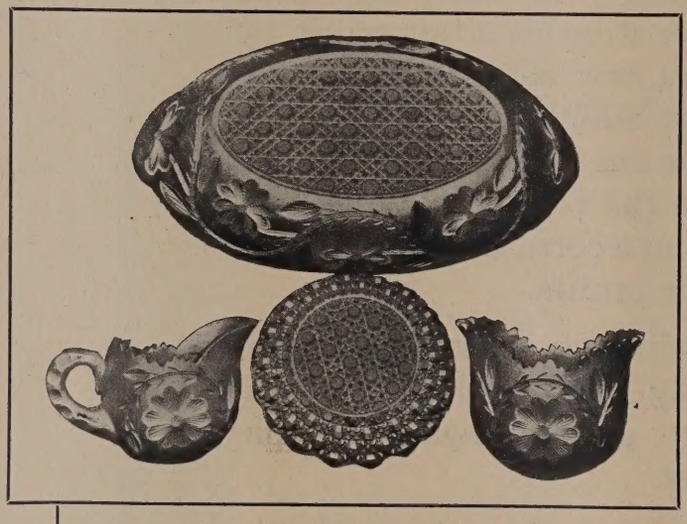
FLEMINGTON, -:- -:- N. J.

W. F. UPHAM, Eastern Selling Agent,
66 Murray Street, N. Y.

Cut Glass *of* Exclusiveness

Michigan Cut Glass Co.

Lansing, Michigan



WE have to offer you, Mr. Dealer, a line of strictly Hand-Cut Glass that will add Distinction to your Department and Dollars to your sales.

Our Catalog "R" on Request

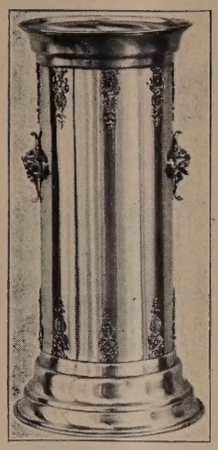
Permanent Displays at

NEW YORK
No. 50 Murray Street
Mr. Vollrath

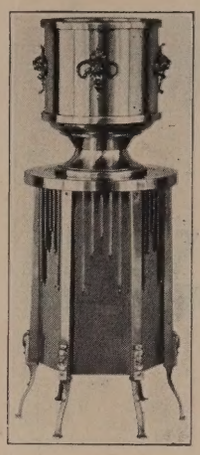
PHILADELPHIA
No. 822 Heed Bldg.
Barthmaier & Gundlach

CLEVELAND
No. 201 Columbia Bldg.
Mr. Dunn

MONTREAL
No. 253 St. James St.
Hemsley Mfg. Co.



"V.M.C." BRASS



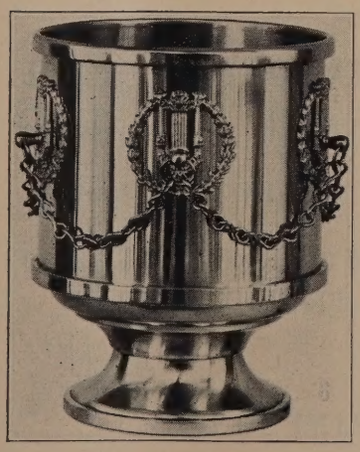
Jardinieres
Umbrella Stands
Dinner Chimes
Smoker Sets
Cuspidores Casseroles Fern Dishes
Vases Flower Stands

"V. M. C." Brass is all Brass: Ornaments, Bottoms and Screws. It's made without a seam in it. Solder marks do not mar it.

It's clean handsome, distinctive Brass. — Brass with weight of metal that is heavy enough to stand the polishing grind that is necessary to hold its lasting, lustrous finish.

EXCLUSIVE DESIGNS AS ILLUSTRATIONS SHOW

CATALOGUE ON REQUEST



THE
VIRDEN
MFG. CO.

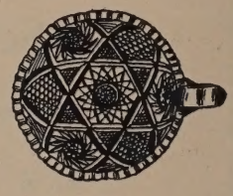
5109 Euclid Av.

CLEVELAND
OHIO

YOU can retail every piece of Cut Glass illustrated at 98c each. We can still make deliveries after Sept. 1st. Every piece of cut glass WELL CUT, WELL FINISHED and guaranteed LEAD BLANKS of the best grade. Equal quantities of each item. Write to us for particulars of this assortment at once.

United Cut Glass Co.

26 Murray Street NEW YORK



When You Want a **PRIME Article**

OF

"Open Stock" Patterns on French China

DECORATED WITH

"DURABLE COIN GOLD"

IN

GOLD ENCRUSTED BORDERS
COLOR ON GOLD BORDERS
GOLD BAND AND LINE
MONOGRAMS, ETC., ETC.

WRITE FOR SAMPLES AND PRICES TO

JESSE DEAN

76-78 CARROLL STREET
TRENTON, N. J.

ESTABLISHED 1865

FULL LINE "G. D. A. CHINA" VIENNE (PLAIN) SHAPE

To the Trade

CUT LIME GLASS has recently appeared in the market. The trade should be fully informed as to the quality of this glass.

Prices on lime glass are necessarily low, as lime glass is the cheapest manufacture of glass. *It is brittle, lacks strength and will not hold brilliancy* in the cut article. It is inferior in every respect as a substitute for lead glass and can easily be detected by its weight, which is light, and by its tone, which has a dead or dull sound.

Cut Lime Glass is not a new discovery; years ago it was tried on the public without success. *Where quality is to be considered, guard against purchasing lime cut glass.* Lead gives glass its body and weight, its lustre and metallic ring. Cut Glass with a dead or dull sound is cheap lime glass and of small value.

Exhibit by Duquesne Ceramic Club. For text see page 25

POTTERY & GLASS

VOLUME VII, No. 2. NEW YORK, AUGUST, 1911. TERMS: $2.00 per year in advance. 25 cents per copy.

The Mission of the School

The Reason for the Existence of Schools of Ceramics—Why Students Do Not Enter the Field of Domestic Pottery

By Charles F. Binns

WHEN the class in ceramics at the Ohio University held its commencement recently not one of the graduates came from the school with "domestic pottery" attached to his name. Only one student was "up" in porcelains, while the others of a class of thirteen were graduates in brick, fireproofing and sewer pipe lines. All have secured positions. While it is admitted that the Ohio State School of Ceramics is one of the best in the United States, the students taking the domestic pottery course are numbered at the bottom of the list. "The reason for this has never been explained, although the trade would be greatly benefited by having more educational work attached to the manufacturing department," commented one manufacturer.

The paragraph quoted above appeared recently in a trade journal and as it reveals a lack of information as to the purpose and method of ceramic schools it seems to be advisable to take the matter up in a somewhat explanatory way. It is scarcely likely that the men in charge of the Ohio School will take up the cudgels in their own behalf, in fact it is not necessary that they should, for the school has proved itself many times over. It seemed good to the writer, therefore, as one who is indirectly interested, to take the matter up and state the position.

The Schools of Ceramics or Departments of Ceramic Science in the State Universities have two principal reasons for existence, the training of students and the investigation of problems. In every department of education there is a certain amount of common ground. Some subjects, and these by no means the least important, must be studied by all alike in order that reasoning can proceed along orderly lines. In technical education, likewise, there is also ground which is common to all students whether they expect to manufacture bathtubs or bricks. In fact a quite considerable number of students pass through the schools without having definitely decided what course to pursue. In the opinion of some teachers this is the best thing to do. It enables a man to acquire a broad and liberal notion of what clay working means and it leaves him equally ready to hold a job in any department of the industry.

It is customary to require a student who presents himself for graduation to prepare a thesis which shall be the result of independent and original research insofar as this may be carried out in the time allowed. It is not expected that such a thesis will cover a large part of the field, nor does it necessarily indicate that this student will continue to pursue the special line to which he has devoted himself during the last year of his course. The subject need not even be special to any part of the field of ceramics. For example, such subjects as "crazing," "dunting," and "blistering" are not the monopoly of white ware men and it is not to be supposed that a man who writes a thesis upon one of these has made up his mind to devote himself to "domestic pottery."

Nor is the contrary true. That is, if a man does not study one of these special phenomena he is not of necessity disqualified from taking a position in white ware manufacture. When it is said, as in the paragraph quoted, that a certain man is "up" in a given subject the meaning is that his thesis has been written upon some phase of this particular portion of the industry. No man can, in the short time devoted to a technical course, acquire enough experience in virtue of which any one can truthfully say he is "up" in pottery or brick manufacture, consequently the use of such an expression is calculated to mislead.

So far, however, the meat of the matter has not been touched. The inference to be drawn from the paragraph is that upon the student rests the responsibility of entering upon the manufacture of domestic pottery and thus benefiting the trade. The fact is that the shoe must be placed upon the other foot. The average white ware manufacturer has, so far, turned

a cold shoulder towards the graduates from the ceramic schools and they have been forced to turn elsewhere for a livelihood. Some few have gained a footing and have made good, others are waiting yet and if the manufacturer who thinks that "the trade would be greatly benefited" by the introduction of "educational work" will apply to the writer he can have the names of men who are looking for opportunities to enter the field.

One of the commonest questions put to a teacher by prospective students is, "What openings are there in the industry?" In the face of our text one would think it would be possible to tell them that the white ware business at least was hungering for trained men. That one had only to present himself at the office of the superintendent to be at once engaged at a living wage or at least given an opportunity to learn the practical end of the work and to show what he could do. But what are the facts? Sad to say, the usual reply has to be that while the manufacturers of brick, tile and terra cotta are willing to employ school men if they can find room, that they will even go out of their way to acquaint the heads of the schools of vacancies when they hear of them, the potters, as a general rule, happily not without exception, will refuse to have anything whatever to do with your "d—d scientific potting."

One of the principal manufacturers in the country once told the writer, introducing the subject himself, that the making of pottery was "more a matter of common sense than chemistry" and yet his superintendent and firemen were performing chemical operations upon a gigantic scale without at all understanding their significance. It is an unfortunate state of things that one and the same man should be made responsible both for managing the employees and for producing the ware. A man who has spent some years in a course of study such as a scientific worker ought to have has not undergone the best training to qualify him as a manager of men. On the other hand, the skillful foreman is the best material from which to make a superintendent of the plant apart from the scientific work involved, but he, in the nature of things, can have had no special school training and the knowledge he has acquired of the operations of the factory is merely the working experience of the practical man. It is surely possible to combine the practical with the scientific, by employing two men. There is quite enough work in the testing of materials and supervising the mixing to occupy the attention of a trained man while the superintendent would be more at liberty to watch the details of the making.

By some these will be regarded as crude suggestions and perhaps they are, but the matter should be debated. It will not do for manufacturers to complain of the need of scientific information in the trade and to lay the blame for this deficiency at the door of those who through much sacrifice and self denial have undergone the rigorous drilling of the schools only to find at length that the industry which they had hoped to benefit first denies them admittance and then blames them for not coming in.

Navy Department Asks Bids

The Navy Department has asked for bids for supplies to be delivered at the navy yard, Brooklyn, N. Y., within thirty days after date of contract or bureau order.

Class 211, stock classification No. 62, calls for china tableware for officers' mess, as follows: 90 breakfast cups, stock No. 5982; 170 large egg cups, stock No. 6009; 130 bread and butter plates, stock No. 6017; 2,100 after dinner cups, stock No. 6025; 3,200 breakfast cups, stock No. 6027; 850 small deep plates, stock No. 6039; 1,500 soup plates, stock No. 6040; 600 breakfast cups, stock No. 6058; 75 vegetable dishes, stock No. 6065; and 50 dinner plates, stock No. 6070. All of this chinaware is to be in strict accordance with "Specifications 62 T2," issued by the Navy Department November 30, 1909, copies of which can be obtained upon application to the Navy pay office, New York, N. Y., or to the Bureau of Supplies and Accounts.

Class 212, stock classification No. 62, calls for glass tableware for officers' mess, as follows: 240 No. 1 claret glasses, stock No. 6111; 280 No. 2 claret glasses, stock No. 6112; 300 liquor glasses, stock No. 6113; 240 sherry glasses, stock No. 6114; 270 ice plates, stock No. 6116; 140 tumblers, stock No. 6117; 36 preserve dishes, stock No. 6127; 160 champagne glasses, stock No. 6128; 500 champagne glasses, stock No. 6143; 800 liquor glasses, stock No. 6146; and 2,400 tumblers, stock No. 6149. All of this glassware is to be in strict accordance with "Specifications 62 T 1," issued by the Navy Department April 30, 1910.

If unable to make delivery within the time specified, state actual number of days required, bureau reserving right to make award on time stated above.

Blanks for bidding may be secured upon application by referring to Schedule 3819.

The Glass Trade in England

The official report on the state of employment in the glass trade in May is based on eighty-one returns—forty-nine from employers and employes' associations, twenty-two from trade unions, and ten from local correspondents, according to the London Pottery Gazette. Employment was fairly good on the whole. It showed an improvement on both a month ago and a year ago in each of the principal branches, the improvement being most marked in the glass bottle branch.

Returns received from firms employing 8,541 workpeople in the week ended May 27 showed an increase of two and six-tenths per cent. in the number of workpeople employed, as compared with a month ago, and seven and two-tenths per cent. in the amount of wages paid. As compared with a year ago, there was an increase of seven and five-tenths per cent. in the number of workpeople employed and of thirteen and seven-tenths per cent. in the amount of wages paid.

We admire action in a business man, but it is well to remember that the man who is all action and no thought finds it necessary to use much of that action in correction of mistakes.

Collection of Ancient Glassware in the Metropolitan Museum, New York City

Ancient Glassware

The Invention of Glass—Early Uses of Glass Vessels—Various Decorations Used by Ancients —Methods of Manufacture

ANCIENT glass is a branch of ancient art which has hitherto received but little attention, probably because of the fact that mythological scenes or inscriptions are rarely found on glass vases, and their study therefore is naturally not so replete with interest to the archæologist as are the terra-cotta and pottery vases upon whose sides is shown a complete view of ancient life. Egypt, that most ancient of monarchies, seems not only to have been the place where glass-making was discovered, but also the great center of its manufacture throughout antiquity. At any rate it was the first country in which a substance of a glassy nature appeared. At first it was not a glass proper, but simply a sort of glaze, examples of which have been found dating from as early as 3500 B. C. This glaze was commonly found on tiles, figurines and beads, and its use is continuous throughout the history of the country. It was not, however, until 1500 B. C. that glass as a substance first appeared, vases of a primitive type having been found in the course of excavations dating from this period. Greek and Etruscan vases of the sixth to the fourth century are of exactly the same technique, and no doubt were either importations from Egypt or native imitations.

The popular theory that the Phœnicians invented glass is based largely on a tradition preserved by Pliny in his famous Natural History, who tells the story of some Phœnician merchants who, camping on the shore, rested their pots to cook some blocks of ration, and then found that glass had been produced by the union of alkali and sand at a high temperature. This tale, while full of interest, does not fit in with the fact, for there are no evidences that glass existed in Phœnicia earlier than the fifth century B. C.

Glass was put to practical use long before the invention of the blow pipe. Vases have been found in the course of excavations which were manufactured by the slow and clumsy method of building up by hand, with the result that the use of glass vessels was extremely rare in these early times, clay vessels supplying the needs of every day. The invention of the blowing tube worked a revolution in that direction. With this easy and rapid means of manufacture, glass commenced usurping the place of clay and was more

and more commonly put to the uses for which it is employed at the present day.

Where and when this great invention took place is a mooted question, but it appears to have come into use somewhere in the Greek Orient in either the first or second century B. C. Alexandria was at first the chief center of the industry, but with the spread of the Roman Empire, places for the manufacture were established not only throughout the East and West, but also in the territory now occupied by France, Germany and England, where several ancient glass factories have been discovered, and where, to judge from the great quantities of glass found, the industry was particularly flourishing.

Most of this early blown glass is entirely plain, without decoration. It occurs both colorless and colored, the favorite shades employed being different shades of blue, red, and green, amber, black, and opaque white. The commonest method of producing these colors was by the addition of iron or copper oxides. The shapes of the objects vary almost indefinitely, the most prevalent forms being jugs, bottles, bowls, tumblers and plates. The custom of depositing these vases in graves as offerings to the dead accounts for their preservation in such large numbers.

Besides the obvious uses of glass vessels for the toilet and table, for which the great majority must have served, there is another which requires special mention. This is the employment of glass urns for containing the ashes of the dead. This custom prevailed in the first three centuries of the Christian era in Gaul, Germany, Italy, Spain and North Africa; in Greece and the Orient it was unknown. The urns, of various forms, were usually made of a thick greenish glass, but this custom gradually disappeared as burial in the earth began to take the place of cremation.

The greatest attraction that this glass possesses for us nowadays is the fact that in many cases it is iridescent and thus shows the most wonderful combinations of color, which become dazzling when touched by the sunlight. This iridescence was of course unintentional on the part of the makers, and is caused by the partial disintegration of the glass, caused by its exposure to damp and oxidation in the graves, in which it had been placed.

Ancient Glassware—Metropolitan Museum.

Besides the plain blown glass, the ancients made diffused glass of various decorations. The chief varieties are mosaic glass, glass blown in molds, vases with threads of glass applied plastically, cut glass and painted glass. The invention of mosaic glass is due to Egypt. Here this art appears already fully developed in the Ptolemaic period. The method of manufacture was as follows: Pieces of glass of various colors were drawn out into their threads, which were placed together according to a given pattern fused so as to form a compact rod, and then drawn out still further if the pattern was to be reduced in size. A series of small plaques was secured by cutting this rod into transverse sections, each of which reproduced the same pattern. These were backed with plates of glass, and could be used for inlaying. This method was used for the production of the so-called Millefiori or Mosaic vase, which are among the finest products of the ancient glass industry. The chief charm of these vases is the fact that the pattern extends through the body, so that when the object is held against the light, the beauty of the colors and the contrast between the transparent and the opaque glass are seen to a great advantage. This class of vases was manufactured mostly at about the beginning of the first century A. D., and the seat of the industry was probably in Italy and the Orient.

The Venetians of the Renaissance period appear to have greatly admired these mosaic vases, and to have imitated them extensively. These examples can be generally distinguished from the ancient ones by their crude coloring. The Venetians invented the name Millefiori (a thousand flowers), the varied pattern resembling a bouquet of flowers.

In this class of mosaic vases also belongs the so-called onyx vases, which have the appearance of ruined marble. They were produced by melting glass threads of different shades and thickness in a ball and allowing them to flow into each other while the vessel was blown, according to the will and skill of the worker. They date chiefly from the first century of the Christian Era.

In painted glass, both enamel and mineral colors were employed by the ancients, imitations of their products being the famous Venetian painted glass. As the latter class of colors could not be fixed by heat, they have in a great many cases disappeared. The designs for these paintings were lightly engraved before the application of the colors. The earliest examples of such painted glass come from Egypt, but there it was not the custom to engrave the contours first. The classical examples date from the third and fourth centuries B. C.

The practice of blowing glass in molds was prevalent from the invention of the blowing tube until the fifth century A. D. The molds used were usually made from a model, cut in half, and then joined again. When the glass was blown into a mold it could easily

be removed and used again, so that the process could be continued indefinitely. The neck, lip, foot and handle were added by hand. Molded vases are either shaped in imitation of human heads, animals and various fruits, or are decorated with figures or ornaments in relief. In addition to vases fashioned into various shapes by use of molds, some are found that have been ornamented by hand. The vase was grooved by holding the glass bubble against a wooden instrument while it was being blown, or it was punched into shape by the use of a pair of tongs.

Many ancient vases also appear with threads of glass applied plastically. This practice of drawing out glass into thin threads had long been in use among the Egyptians, but in the examples spoken of, the threads are completely embodied in the substance of the vases, giving the appearance of inlay work. In the early Imperial period the use of such threads for plastic decoration was first employed in the beginning probably only around the neck in imitation of the string used for fastening the stoppers of the vessels, but its decorative possibilities were soon appreciated and its popularity continued throughout the period of the ancient glass industry.

In connection with the plastic application of threads of glass, an allied form of decoration must be mentioned—that of dropping liquid glass balls on the surface of a vessel and either leaving them as applied or working them in relief. A variation of this method was used by which the reliefs were first worked and then applied to the heated vessel.

All of the methods hitherto described are based on the great pliability of glass at a high temperature. On the other hand, its hardness at a normal temperature lends itself to another form of decoration—that of cutting. This was applied by means of a metal or stone instrument with points in various forms, which was worked on the surface of the glass by means of a wheel or free hand. The simplest decoration consists in the use of horizontal bands, and was in vogue from the first to the fifth centuries A. D. In the third, fourth and fifth centuries more elaborte ornamentation was introduced, consisting of decorative designs or figured scenes. Inscriptions also occur.

The Show Window

The Importance of Display—The Place of the Show Window—General Principles of Window Decoration—Practical Suggestions for Everyday Use

OF ALL grades and phases of advertising, the show window display must be acknowledged as the most direct and promising of results. There have been periods of advertising, even as there have been geological ages and ages of civilization—the period of announcement, the informative period, the period of the poster—but through them all, the element of display has lost none of its importance. Ancient peddlers displayed their goods before the gates of the city; in old Bagdad, merchandise was shown in booths at the market place; the commodities of Cheapside, London, were shown on hooks before stalls; Colonial America had its shops; and modern business establishments, whether on the village street, the East Side ghetto, or the busy Metropolitan thoroughfare, are incomplete without proper facilities for display, attained most satisfactorily through the big plate glass window. The modern show window is an outcome and development of each of these older methods and has come to be an "acknowledged tribute of trade winning." It is a merchant's closest affiliation with the public. Of the many aids in the development of a business, the part of the show window cannot be too greatly exaggerated. Many establishments stand or fall accordingly as the show window attracts or repels customers, for by the show window the public will judge the store.

The street crier may announce goods for sale, the newspaper may describe them, but the show window displays them and creates an impression and a desire for ownership. A show window not only advertises goods, but also sells them. The general purchasing public possesses an intelligence with requirements not unlike those of a native Missourian or of a resident even farther west. Above all else, it is necessary that they be "shown." The whole public is composed of possible purchasers, but only the pleased element become probable customers. The value of a favorable impression, then, cannot be too greatly emphasized. To fulfill its purpose a show window must create such an impression.

It is not the purpose of this article to enter deeply into the science of window decoration—for a science it has become and one of the most exact. Rather, the intention is to give a few practical suggestions which may be of value to the every-day merchant. Where it is practical the employment of an experienced window decorator is of first importance, but in many cases satisfactory results may be obtained without going to this expense. Authorities agree on two general principles of decoration—to plan and design the display before undertaking it, or to build as you go. Many working plans fail because they do not look as well in practice as on paper. Then again, it is useless to undertake the decoration of a window without some idea of what is to be done. The best results are frequently brought about by a combination of the two plans, by deciding upon a scheme and altering it to meet requirements of display.

For symmetrical windows a centerpiece is necessary, upon which point the construction of a display is based, for the eye of an observer rests first upon the center.

A Sixth Avenue Window Showing a Decoration For Stock

From this point the sides may be evenly drawn out. For a large window the centers should be heaviest, the sides next, and the intervening spaces lightest. While a large window may permit of a greater display of goods, a smaller window may be made just as effective by the reduction of detail and stock. Trims placed too close to the window frequently lose their effect, and unless very small articles are being used they look better at a distance. The intervening floor space may be used to advantage, but floor displays are to be avoided. Raised displays attract decidedly more attention. These may be attained through the use of steps, shelves, pyramids, pillars or tables.

Many windows are spoiled by overstocking. A few articles well arranged and with an appropriate background are far more attractive. Simplicity is a most

A Fifth Avenue Window Illustrating Principle of Raised Display

important consideration. Goods should not be mixed. Although an attractive display may often be obtained in this manner, nothing stands out to hold the attention. Goods should be all of one line or of similar lines. For the same reason the jumbling of expensive and inexpensive goods should be avoided.

In selecting goods for the show window two considerations are of importance. The newest and most up-to-date lines, of which there is a large stock, should be exhibited. The purpose of the window is not to display unsalable goods, but to sell goods, and the more attractive the window is made to appear the more rapidly they will sell. Naturally, the latest styles are the most interesting. Then, when a window has created the desired impression there must be a sufficient stock to back it. Frequently, however, it is necessary to display old goods in order to move the stock. In this case, in order to interest passers, it is necessary to quote prices.

There are many devices which may be used for attracting attention, and as many more for holding it. Perspective must be preserved, otherwise people may pause before a window and yet be unable to get a clear view thereof. Unless windows are arranged according to the laws of vision, many will pass by whose attention might be of no little value. In decorating a window the top is of as much importance as the floor, and the sides as the center. If the background and sides cannot properly be used by the goods displayed, they may be occupied by draperies, ornamental arches, or decorative cornices. Harmony of color is likewise of importance. China and glass before a loud background, or on a similar base, might completely fail of its purpose, while if arranged before the plain white on which it is ultimately to be used, the effect would be most pleasing.

A Sixth Avenue Window Advertising a Special Sale

Background and color must be considered also in relation to light. Thus where a window is so dark that it causes considerable glare and reflection, it is well to use a white background, whereas if in a good light a darker color would be appropriate.

The window displaying pottery and glass is of first interest, and those here illustrated have been selected with the purpose of showing a variety of decoration.

Legal Information on Everyday Subjects

The Proper Way to Make Claims on Railroads for Lost or Damaged Goods or for Overcharged Freight

This is the first of a series of legal articles written in everyday English which the average person can understand. The second of the series, "The Liability of Railroads for Lost or Damaged Goods," will appear in a subsequent issue.

ONE of the common annoyances to which shippers and receivers of goods that go by freight are subjected is being charged excessive freight by the transportation company, requiring the making of a claim, or the delivery of goods in a damaged condition, also requiring the making of a claim, or the loss of goods altogether, again necessitating a claim. While some railroads are notoriously slow and shifty in the settlement of these damage claims, the fact remains that delay often occurs because of carelessness and lack of thoroughness in filing or making the claims. The object of this article is to submit some simple rules on the subject, which the claimant, whether he be shipper or receiver, will find useful.

It has frequently been asked whose place it is, the shipper's or receiver's, to make claim on the railroad company when goods are lost or damaged. This depends on whose goods they are. If A. B. & Co., New York jobbers, sell C, a Lancaster, Pa., retailer, certain goods, and sell them delivered in Lancaster, and the shipment is damaged before reaching Lancaster, C has nothing to do with the matter. The goods are still A. B. & Co.'s, and title was still in them. The claimant in this case would be A. B. & Co.

Goods are not usually sold delivered in the buyer's town, however, but f. o. b. in the seller's town, so that the claimant in most cases would be the buyer. With goods sold f. o. b. New York, and shipped from there to Lancaster, the seller is held to act as the buyer's agent when he delivers them to the railroad company. Title passes to the buyer as soon as the goods are delivered to the railroad, and if anything happens to them en route the loss is the buyer's. In all such cases the claim for damages must be made by the receiver—that is, the buyer.

There are generally two sorts of claims necessary to present to a railroad: 1, claims for freight overcharge, where the railroad charged too much freight outright, or charged it under too high a rate or classification, and, 2, claims for the value of goods lost or damaged in transit. Claims under class 2 will probably outnumber the other ten to one.

A claimant against a railroad for lost or damaged goods should file the following documents:

a. Original bill of lading, if not already given to the railroad.

b. Original paid freight bill.

c. Original invoice or an attested copy of it.

d. Statement of claimant showing how amount of loss or damage is determined, with all the evidence in his possession as to how it occurred.

e. When for any reason it is impossible for claimant to produce original paid freight bill or bill of lading, the railroad will sometimes require him to give it a bond against loss that might ensue by some person finding the original freight bill and bill of lading and making claim. In such a case the road might have to pay the claims twice, and the bond is to protect it against loss if it does.

f. The absence of any of these documents should be explained.

Many delays in settling claims for freight damage have been blamed on the railroads when the real cause was the claimant's failure to present his claim in complete form. Before the railroad could consider it, it was obliged to write for more data, and this took time. A claim filed as above suggested will be complete and in the ordinary case the railroad will not need to ask the claimant for anything further.

Claims under class 1 are where the railroad charges too much freight. The overcharge may come in three ways: 1, by charging too high a rate; 2, by charging under too high a classification; and, 3, by charging the proper rate, under the proper classification, but charging for too much weight.

Where a claim of this sort has to be made, it should be done by filing the following:

a. Original bill of lading, if not already given to the railroad.

b. Original paid freight bill.

c. Original invoice or attested copy, and such other evidence as may be necessary to prove the weight or classification claimed.

d. Statement of claimant showing how overcharge is determined with reference to published tariff or other authority for rate, weight or classification claimed.

e. When for any reason it is impossible for claimant to produce original paid freight bill or bill of lading, the railroad may require a bond, as explained under the loss claims.

f. The absence of any of these documents should be explained.

I feel like making a few suggestions here concerning one of the practical rather than the legal phases of the transportation of goods and the making of claims where claims are necessary. All the points which I am making below correspond with and are suggested by some condition which has arisen in my own practice in these cases, and I can say that the failure to pay proper attention to some one of them has been responsible for somebody's loss or damage

and the consequent necessity for a claim upon the railroad:

The Bill of Lading.—The bill of lading or shipping ticket prepared by shipper should be on standard form recognized by forwarding carrier; and since freight is forwarded under way-bill, which is a copy of bill of lading, shipper should use every degree of care in preparing the bill of lading, *making same legible,* and observing the following rules:

Name of shipper, consignee and destination must be shown *in full.*

Whenever there are two stations of the same name in the same State, shipper must designate the county in which station is located.

Bill of lading must be dated when shipment is delivered to carrier.

Articles must be carefully specified according to published classification of freight.

Care must be observed in comparing marks on packages with marks shown on bill of lading.

To insure the prompt and safe delivery of goods, it is necessary for the shipper to plainly mark each and every package, bundle or piece of a less than carload shipment showing the following information:

Consignee's name and bill of lading destination *in full.*

State in which destination is located.

If more than one station of same name in same State, full name of county must be shown.

All previous shipping marks must be obliterated.

If shipment is consigned or orders of shippers, notify consignee, the words *"order notify"* must also be shown on package.

It is a great help to both shippers and carrier when shipper's name and location are also shown, with the word *"from"* preceding them.

Durable tags must be used when tags are necessary.

—Copyright, November, 1910, by Elton J. Buckley.

Special Rates for Fall Buying

The Merchants' Association of New York announces that the customary merchants' rates from Trunk Line and Central Passenger Territories to New York City have been authorized by the railroads for the coming fall buying season. As usual, the special rate will be a fare and one-half for the round trip, being granted on the certificate plan. The rate will be effective from each territory on sixteen selling dates, arranged in four series of four each—July 15 to 18, August 12 to 15, August 26 to 29 and September 9 to 12 in Trunk Line territory, with a fifteen-day return limit. In Central Passenger Territory the series are, July 8 to 11, July 22 to 25, August 5 to 8, and August 19 to 22.

The States of New York, Pennsylvania, New Jersey, Delaware, Maryland, a large part of West Virginia, Virginia north of and on the line of the Chesapeake & Ohio Railway, and the District of Columbia, is a rough geographical description of Trunk Line Territory. The rate does not apply from points less than 100 miles from New York City. The Central Passenger Association has jurisdiction over points west of (but not including) Buffalo, Niagara Falls, Suspension Bridge and Salamanca, N. Y., Pittsburg and Allegheny, Pa.; Bellaire and Marietta, O.; Wheeling, Charleston and Huntington, W. Va.; and points on and north of the Ohio River and east of the Mississippi River, and south of an imaginary line from Keokuk, Ia., to Chicago, Ill., including Cincinnati, Louisville, all towns in Kentucky on the Chesapeake & Ohio Railway, St. Louis, Keokuk, Chicago, Southern Peninsular of Michigan, and Canadian towns on the Michigan Central Railroad and the Wabash Railroad.

Potters Ask Favors

As a result of the twenty-first annual convention of the National Brotherhood of Operative Potters, which closed in Atlantic City July 8, no less than sixty-nine propositions were submitted to manufacturing potters, varying from a general increase in wages to the abolition of the use of raw glaze; from a regulation as to who shall sweep the floor to one indicating how far a mold may be carried.

Immediately upon receipt of the propositions, arrangements were made by the United States Potters' Association for an executive meeting in the Monongahela House, Pittsburg, Pa., on July 21, for the consideration of the demands. Numerous manufacturers were present from Trenton, N. J., East Liverpool, O., and other pottery centers. Aside from a general discussion of the concessions sought by the operatives, the association took no action upon them, considering them exorbitant and of unnecessary number. It was decided to refer the matter to the labor committee, of which W. E. Wells is chairman. A joint conference between manufacturers and employes was held at the Hotel Chalfonte, Atlantic City, August 7, just as these pages were being closed for press. The general opinion at that time was that many of the sixty-nine propositions would be refused.

The present two-year agreement, which has always been thought satisfactory to the operative potter, expires October 1, but the new demands came as a shock to the manufacturers. According to proposition 69, the new agreement will be made to expire April 1, 1913. There are between fifteen and twenty thousand people employed in the domestic potteries of the United States, the majority being in East Liverpool, O., and Trenton, N. J.

Flint Glass Conference

At the conference of flint glass manufacturers and workers, held in Atlantic City during July, in the caster place department, line tube workers were given an advance in wages amounting to eight per cent. In the mold-making department extra pay was granted for Saturday afternoon on repairing molds. Hereafter they will receive time and a half instead of regular wages. In the iron mold department the wages of blowers and gatherers were increased. No changes were made in the shade and globe department, the paste mold department, or in the pressed ware department.

Retail Trade Notes

THE National Retail Dry Goods Association has organized to protect the interests of retailers. The object of the organization, as outlined in a circular, is to conduct a campaign against transient dealers and fake auction sales; to aid in restricting wasteful retail schemes; to abolish the practice of incorrect markings, measurements and weights; to better packing conditions; to adopt a standard form of contract in an effort to avoid litigation; the formation of a traffic bureau; and the creation of a department for supplying information on business matters. Among firms interested in the new association are the H. S. Barney Company, Schenectady, N. Y.; the Emery-Bird-Thayer Dry Goods Company, Kansas City, Mo.; the Howland Dry Goods Company, Bridgeport, Conn.; the J. L. Hudson Company, Detroit, Mich.; Loveman, Joseph & Loeb, Birmingham, Ala.; Miller & Rhoades, Richmond, Va.; Morehouse-Martens Company, Columbus, O.; Olds, Wortman & King, Portland, Ore.; the D. M. Read Company, Bridgeport, Conn.; Schipper & Block, Peoria, Ill.; and Stone & Thomas, Wheeling, W. Va. The offices of the secretary, F. Colburn Pinkham, are at 233 West Thirty-ninth Street, New York City.

The H. M. Hollander Company, who opened a store in Holyoke, Mass., during May, with the intention that it should be first of twenty-five similar stores, is the object of an involuntary petition in bankruptcy, filed in the United States Court at Boston by Jacob Freedman, Mary E. MacDonough and Ticknor Brothers, incorporated. Assets are named as $22,000, with liabilities of the same amount.

Waller & Company will open a china, glass and house furnishing department in the Madison, N. J., store. Waller & Company operate six stores—in Gloucester, Hasbrouck Heights, Madison, Ridgewood, Rutherford and Westwood.

The house furnishing, crockery, china and glass ware buyers from T. Eaton & Co., of Toronto and Winnepeg, Can., are coming to New York on a special trip to see the lines exhibited at the Household Show in Madison Square Garden August 19-26.

The Joseph Horne Company, Pittsburg, Pa., held a special sale during the latter part of July and succeeded in doing a heavy business in every department.

A new department store known as "Everybody's" is to be opened in the Masonic Block, in Rochester, N. Y., at an early date.

The Parker-Austin Company has been formed in Bryan, Tex., having purchased the business formerly conducted by J. Allen Myers. The new company will engage in a retail and wholesale pottery, glass and lamp business.

During July 'Canadian department stores' located along the American border did an unusual business among tourists, the most of whom were searching for souvenirs. The business was largely in plates, cups and saucers.

The Ottumwa Queensware Company has been organized in Ottumwa, Ia., to do a retail and wholesale business in queensware, chinaware, glassware and such other goods as may be determined by the directors. The authorized capital stock is $20,000. C. W. Comegys is president of the new firm.

Incorporations

Climax Cut Glass Company, Portland, Me. Capital stock, $10,000. Incorporators: J. F. Fanning, Robert Payson and A. C. Percy.

The John Sant & Sons Company, East Liverpool, Ohio. To deal in clay products. Capital stock, $30,000. Incorporators: John Sant, T. H. Sant, Josephine Sant, P. M. Smith and S. M. Smith.

The Phoenix Ceramic Works, Perth Amboy, N. J. Capital stock, $100,000.

Queensware Lamp and Novelty Company, Chicago, Ill. To deal in a general line of merchandise. Capital stock, $6,000. Incorporators: Julius Pappe, Isidor Silverman and M. Wetterhahn.

Among firms recently incorporated which will deal in pottery and glass are the J. R. Raney Company, Santa Anna, Tex.; Wolf, Hobien & Company, Fairmount, Minn., and the R. McRonald & Lee Company, of Buffalo, N. Y.

The Charles Heitemeyer Company, of Newark, N. J., to manufacture crockery, glassware and similar lines. Capital stock, $50,000.

J. H. & W. W. Williams Company, of Macon, Ga., cut glass and cutlery. Capital stock, $30,000. Incorporators: J. H. Williams, W. W. Williams, J. B. Williams and J. P. Williams.

The Individual Drinking Cup Company, Los Angeles, Cal. Capital stock, $10,000. Incorporators: A. E. Berry, Jr., Glen G. Miller and D. A. Jacobs.

Lamps, Lighting Fixtures, Shades and Art Metal

THE landscape which is seen on a dark, murky day is transformed with beauty when viewed in the mellow glow of moonlight. In like manner the room which is inartistically lighted is enriched in charm and elegance when lighted artistically. A lamp gives the final touch of individuality to a room. While it is an article useful in itself, art has only to touch it in order to make it the best ornament any room can contain."

The lines of the Handel Company, 64 Murray Street, New York City, differ entirely from any others on the market. The only resemblance between these and similar lines is that both are lamps. Hand-painted Teroma shades in landscape, floral and symmetrical designs have a most pleasing effect. Skilfully colored on both sides, the shades give forth a soft diffused light, which at once creates a homelike atmosphere. Two lamps in Teroma ware are in identical design, but are so colored that when lighted one represents night, the other day. Mosserine shades are in delicate greens, reds and yellows, and are so named because of the resemblance of shades of the first color to moss. The glass used has the appearance of having been carefully chipped. A booklet entitled "Suggestions for Good Lighting" has been issued by the manufacturers.

The Pairpont Corporation, 38 Murray Street, New York City, is showing a large number of new electroliers with frosted glass shades. The decoration in floral or scenic treatments is on the inside of the shade and shining through a depth of glass imparts to it a soft, silken effect. Shades may be made to match every possible decorative scheme, one even resembling in coloring a Persian rug. Not only are the lamps ornamental when lighted, but of themselves have great decorative possibilities. Many of the shades are made in one piece, but some are of panel construction, the frame work being of sawed brass. The bases also are made by the Pairpont Corporation and therefore well matched, a shade in palm leaf treatment having an imitation palm stem base.

Art Glass Dome—Art Glass Manufacturing Company

The collection of alabaster shades made by the Unique Art Glass and Metal Company, 36 West Twenty-eighth Street, New York City, described in the last issue as illustrating the principle of direct-indirect lighting, has been increased to nine. It would be difficult indeed to say which of the number is the prettier. Constructed along simple symmetrical lines, each has a tone and appearance which adds much to its value for lighting purposes.

Kosherak Brothers, 29 Park Place, New York City, have added a brass specialty line which will be in charge of Louis Weil, formerly of the Louis Weil Novelty Company. The line consists of candlesticks, vases, hanging baskets, fern dishes, chimes and a large assortment of jardinières and umbrella stands.

Among the new electrical floriculture designs being shown by Ernst Gudeman, 279-283 Sixth Avenue, New York City, is the hanging iris basket. Nine silk flowers conceal small lamps in the upper part of the basket and the lower part is covered with artificial foliage, through which color is diffused by means of a hidden light. A Dutch lantern is of birch bark, with green opal cathedral glass on two sides and bottom. Varied colored morning glories or roses are winding around the lantern, making a delightful ornament for hall, den or porch.

The Bradley and Hubbard line of lamps being shown at 26 Park Place include many in period work and Empire design, the ideas originating from eighteenth century furniture periods, such as Sheraton, Chippendale or Hepplewhite. The shades are metal underlaid

Electrical Flower Basket, Made Entirely of Metal

with silk, and may be used to great advantage for decoration as well as for lighting purposes. Many in scenic effects are particularly appropriate for use in connection with arts and crafts. Buyers should not fail to see the line before selecting samples.

The Mosfern Company, 467 Broadway, New York City, is showing many specialties in fern fillings and in receptacles for containing them. There are two classes of fillings, *regular,* containing Japanese air plants and maidenhair ferns, and *special,* containing a great variety of imported natural preserved ferns and Japanese air plants. The receptacles consist of brass shells on brass chains, solid brass dishes, vases, baskets and jardinières. An imitation wood log containing a fern is shown herewith.

Clay Products Exposition

The First Clay Products Exposition is to be held in the Coliseum at Chicago, March 7 to 12, 1912, "to prove to the public the superiority of burned clay and to demonstrate the wide and varied uses to which clay products are put." The clay industry is the third largest mineral industry in the United States, being second to coal and iron only, and through the exposition it is hoped to so forcefully impress the fact upon people that it will never be forgotten.

Pottery and Glass Exhibitors at Household Show

Abels & Company, 460 West Broadway, City; Easels and hangers. Space 2.

American Natural Fern Company, 29 Park Place, City; Ferns. Space 74.

Bates & Ledden, 65 West Broadway, City; Earthenware. Spaces 133 and 164.

Bawo & Dotter, 26 Barclay Street, City; Chinaware. Spaces 7 and 8. Represented by Charles G. McGee.

Buffalo Pottery Company, Buffalo, N. Y.; Deldare ware. Spaces 133 and 164.

Bing Brothers, 381 Fourth Avenue, City; Toys. Space 83.

George Borgfeldt & Company, Sixteenth Street and Irving Place, City. Specialties. Space 24.

Continental Art Glass & Brass Company, 22 Howard Street, City. Art glass lamps. Space 81.

Demorest & Company, Murray Street, City. Glassware. Spaces 65 and 66.

Economy Tumbler Company, Morgantown, W. Va. Spaces 28 and 29.

Fulper Pottery Company, Flemington, N. J. Art pottery and lamps. Spaces 103 and 110.

Guernsey Earthenware Company, Cambridge, Ohio. Earthenware. Spaces 134 and 163.

Haviland & Abbott, 29 Barclay Street, City. Limoges china. Spaces 8 and 9. Represented by G. C. Tonolla, Jr., F. C. Hoth and Harry Smallwood.

Thomas G. Jones, 25 West Broadway, City. Glassware. Spaces 28 and 29. Represented by Thomas G. Jones.

Max Kaufman, 106 Broadway, Brooklyn, N. Y. Easels and hangers. Space 17.

Kosherak Brothers, 29 Park Place, City. China and glass specialties. Space 74. Represented by E. B. Kosherak, Max Strench, Louis Weil and C. B. Levy.

Emil Kupfer, Brooklyn, N. Y. Cut glass. Space 115. Represented by E. W. Hammond.

George C. Lynch Company, 333 Fourth Avenue, City. Art brass, lamps, etc. Spaces 12 and 13.

J. W. McCoy Pottery Company, Roseville, Ohio. Jardinières and fancy pottery. Space 16. Represented by William M. Warrin.

McKee Glass Company, Jeannette, Pa. Glassware. Spaces 28 and 29.

Albert R. Marryatt, 32 Park Place, City. Cut glass. Space 112. Represented by Albert R. Marryatt.

Pennsylvania Glass Company, Pittsburg, Pa. Illuminating glassware and pottery. Space 16. Represented by William M. Warrin.

Pioneer Cut Glass Company, Carbondale, Pa. Cut glass. Space 112. Represented by Albert R. Marryatt, George T. Scheissler, F. S. Scheissler and Andrew Mitchell, Jr.

Reed Glass Specialty Company, New York City. Economy towel rod. Space 16. Represented by William M. Warrin.

F. A. O. Schwarz, 303 Fifth Avenue, City. Toys. Space 83.

Stewart & Crocker, 68 West Broadway, City. Cut glass and lamps. Spaces 99 and 115.

L. Straus & Sons, 46 Warren Street, City. Cut glass, china and specialties. Spaces 95, 96, 118 and 119. Represented by R. E. L. Wells, Louis Hinrichs, Leon Sultan, George Nixon and H. M. Herber.

Utopian Silver Deposit and Novelty Company, 54 West Twenty-second Street, City. Silver deposit ware. Space 75. Represented by Frederick W. Cox.

West End Pottery Company, East Liverpool, Ohio. Dinnerware, fruit jar fillers and specialties. Space 16. Represented by William M. Warrin.

Westmoreland Specialty Company, Grapeville, Pa. Glassware. Spaces 65 and 66.

Weintraub Brass Manufacturing Company, 27 Bleecker Street, City. Electric portable lamps. Spaces 84, 85, 127 and 128.

Personal Notes

F. W. REICHENBACHER, 25 West Broadway, New York City, returned August 1 from a month's vacation spent at Beach Lake, Pa.

William S. Pitcairn, 44 Murray Street, New York City, returned from Europe on the *Carmania* early in August.

R. B. Reineck is now representing W. J. Kittel, of Jersey City, N. J., manufacturers of silver deposite glassware and novelties.

John Nixon, of the Fostoria Glass Company, 66 West Broadway, New York City, has been in Canada on a two weeks' vacation.

George and Orville Sebring have withdrawn from the Oliver China Company at Sebring, Ohio, and have formed the Sebring Real Estate Company.

Robert Rawsthorne, Jr., and family, of Pittsburg, are at Maple Springs, Chautaqua Lake, for the summer.

Robert Slimmon, 96 Church Street, New York City, returned from England on the *Carmania* recently.

Walter Minnemeyer has been made general manager at the plant of the Dugan Glass Company at Indiana, Pa.

E. B. Dickinson, Fifth Avenue Building, New York City, spent a vacation at Kennebunk Beach, Me., returning to New York from Boston August 7.

Hugh McAfee, president of the Consolidated Lamp and Glass Company, Pittsburg, Pa., was a recent visitor in New York.

F. E. Bermas, with Cox & Lafferty, 25 Park Place, arrived in New York on the *Kaiser Freidrich der Grosse,* July 25.

George B. Jones, 46 West Broadway, New York, representing Johnson Brothers, arrived from Europe on the *Baltic* July 16.

G. E. Sherman, of the Pairpont Corporation, was in Richmond, Va., August 1-5, attending the annual convention of the Jewelers' Association.

John J. Miller, of Maddock & Miller, 53 Barclay Street, New York City, accompanied by his son, sailed for Europe on the *Lusitania* July 19. He will remain abroad until September 1.

E. Grant Garnsey, buyer for Marshall Field & Co., Chicago, sailed for Europe on the *President Grant* July 23.

Joshua Poole, general manager for the Homer Laughlin China Company, of East Liverpool, O., returned late in July from England, where he had been for six weeks.

W. A. B. Dalzell was re-elected president of the Fostoria Glass Company of Moundsville, W. Va., at a meeting of the board of directors held in Wheeling recently.

H. Phelps Reed, of the Reed Glass Specialty Company, Los Angeles, Cal., was a visitor at the New York office last week.

A. H. Heisey, of Newark, O., has returned from a short vacation spent in New England.

John E. Finney is now sales manager for the American China Company, East Liverpool, O. Bentley Jones, formerly with the Mason Color and Chemical Company, has accepted a position as decorator.

Will Gabris has assumed the management of the Limoges China Company, Sebring, O.

George Davis, formerly manager of the domestic china department for George Borgfeldt & Co., is now traveling in the interest of the Knowles, Taylor & Knowles Company, East Liverpool, O.

James McNicol, head of the Potters' Co-operative Company, East Liverpool, O., has fully recovered from injuries received in a recent automobile accident.

Walter De Ville is now decorator for the Tritt China Company, Niles, O.

Ernest Hundley, formerly with the Steubenville Pottery, has returned to his old position as decorator for the French China Company, Sebring, O.

John Swartz, a packer at the Taylor, Smith & Taylor Pottery, Chester, W. Va., has been granted a patent on a device that greatly facilitates the packing of ware in bulk carload shipments. A specially formed bin is used, and a Western railroad contemplates taking over the patent rights, it is said.

John Stamm, who recently resigned as superintendent of the National China Company, Salineville, O., is now connected with the Croxall Chemical Company.

C. B. Roe, vice-president of the Fostoria Glass Company, Moundsville, W. Va., is spending his vacation in San Francisco.

At a recent meeting of the board of directors of the Fostoria Glass Company, Moundsville, W. Va., W. A. B. Dalzell was re-elected president.

POTTERY AND GLASS

WITH WHICH IS COMBINED

GLASS AND POTTERY WORLD

GLASS AND POTTERY WORLD, Founded 1893.
CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
Amalgamated, April, 1905.
POTTERY AND GLASS, Founded 1908.
Amalgamated, April, 1909.
REG. U. S. PATENT OFFICE.

PUBLISHED ON THE FIFTEENTH OF EACH MONTH BY
HUOTT PUBLISHING COMPANY
395 FOURTH AVE., COR. 28TH ST., NEW YORK.

THOMAS A. CAWTHRA, - - - - - - - *President and Treasurer*
EDMOND J. HUOTT, - - - - - - - - - - - - *Vice-President*
FRANK F. LYONS, - - - - - - - - - - - - - - *Secretary*

DEVOTED TO THE INTERESTS OF THE POTTERY, GLASS, LAMP, ART METAL AND ALLIED INDUSTRIES.

T. A. CAWTHRA, - - - - - - - - - - - - *Managing Editor*
PROF. CHARLES F. BINNS, - - - - - - - - *Technical Editor*
THIS MAGAZINE IS A MEMBER OF THE AMERICAN TRADE PRESS ASSOCIATION.

SUBSCRIPTION RATES: UNITED STATES, $2.00 PER YEAR. ALL OTHER COUNTRIES, INCLUDING CANADA, $2.50 PER YEAR.

Change of copy and instructions regarding advertisements appearing in the magazine must reach this office not later than the 5th of the month, as the first forms are sent to press on that date.

Entered at the New York (N. Y.) Post Office as Second Class Matter.

VOL. VII. AUGUST, 1911. No. 2.

The Household Show

THE eve of the National Household Show finds spaces at Madison Square Garden well filled by representative manufacturers and business houses. Almost every article used in the household may be found on view, making the event one large exposition of the home furnishing art. The project is no longer an experiment, but an established success, and the advantages offered are many. In addition to the opportunity for bringing goods to the attention of visiting buyers, manufacturers will be brought into personal contact with men known only by name and letter, and personal acquaintance increases orders. It will reduce selling costs by bringing dealers without commissions, salaries, traveling or hotel bills. The opportunity for publicity made possible by bringing together thousands of consumers and thousands of buyers is one of the greatest ever offered.

The Potters' Demands

THE demands from the National Brotherhood of Operative Potters came as a surprise not only to manufacturing potters, but to the trade in general. Both in number and character the propositions made have caused potters to feel that operators have taken too much in their own hands. The present two-year agreement was generally thought to be very satisfactory to the workmen, and the effort for its abrogation has caused no little disappointment among trade interests.

In the words of a prominent labor official, there has been too much fighting and too little common sense exercised. Duels will not readjust matters; harmonious action based upon a mutual consideration of the interests of all concerned, a united effort prudently exercised, will certainly bring favorable results and to reach a point where concerted action can be taken it will be necessary to impress on the minds of the employers that labor is not organized for striking purposes, and it expects with their co-operation to obtain results in a peaceful and legal manner.

About Advertising

MAKING people want the goods is after all the secret of getting business, if there is any secret.

The only man who should not advertise is the man who has nothing to offer in way of service, or one who cannot make good.

If advertising does not pay, how does the big mail order house reach out and lift business practically from the next door neighbor of the country store keeper.

The man with an *ideal* in advertising is apt to go wandering around a good bit. He knows where he wants to go, but beyond that knowledge he doesn't proceed very far. It is so much better for him to link his *ideal* to an *idea*. They make an excellent tandem.

Advertising is a salesman that is always at work, but never wearies a customer; that calls on the same man until he is convinced, but never annoys him with his insistence; that wastes no time, wastes no words, and that can always gain an audience and a hearing.

Truth is just as essential and important in advertising as it is in business dealing. Without it advertising becomes worse than useless, because false claims beget in time results that leave the claimant in worse condition than when he started. Merchants who are persistent advertisers are beginning to realize this now and the thoughtful ones are taking a strong stand for truths and no faking in their advertising.

The Buyer and Salesman

AMONG the great needs in selling is a salesman who can sell goods and tell the truth. It ought to be impossible to get a salesman who, to sell more goods, would distort facts maliciously and knowingly. The desire to sell goods is like many another desire, it sometimes overshadows reason and judgment. But experience should teach the salesman that this, in the long run, is unprofitable.

Regardless of the cause or excuse, all those who are successful as salesmen know that to disregard facts is fatal. Salesmen must conquer; how can one conquer permanently with so frail and unstable a weapon as falsehood.

Many salesmen fail because they do not know how to size up a customer correctly; they do not know how to judge a situation correctly; when to call a bluff opportunely. If there is one man a buyer is afraid of, it is a man of judgment and resource. If the salesman shows weakness in these respects, the shrewd buyer puts it all over him. Salesmen may not know it, but not one buyer in fifty is himself when he is buying. He is forced many times to play a part and he plays it.

The sober truth is that nearly every buyer wants to buy, unless he happens to be hard up or over-bought. If it wasn't for the necessity of buying, he would be out of an occupation.

The buyer wants to buy and the salesman wants to sell. What is to prevent them getting together? Nothing, many times—most of the time—but artificial walls of conventionality. To realize this should be a great source of encouragement to the salesman.

The Frontispiece

THE pieces illustrated in the frontispiece are from exhibits at the Eighteenth Annual Exhibition of the Duquesne Ceramic Club in the Carnegie Art Gallery, Pittsburg, Pa. In the upper left hand corner is the exhibit of Miss Ella Faber, which was awarded first mention, and below it the exhibit of Mrs. William N. Williams, which received second mention. On the right hand side are the exhibits of Mrs. McIntyre and Miss Anna McIntyre, of Mrs. E. K. Price, and of Mrs. J. F. Motz, the latter winning third mention.

Open-mindedness

A man might have honesty, health, ability, initiative, knowledge of the business, tact, sincerity, industry and open-mindedness, but without enthusiasm he would be only a statue. Enthusiasm is the white heat that fuses all of these qualities into one effective mass.

Open-mindedness is the willingness to take suggestions. The man who knows it all is standing on a banana peel placed there by a fool-killer who is waiting just around the corner. The man who is not open-minded will get into a rut; and, after all, the only difference between a rut and a grave is the width and depth. We should all be willing to receive suggestions. The day is long past when salesmen used to resent suggestions.

Labor Official Receives Appointment

THE National Brotherhood of Operative Potters is soon to lose the services of its president, Thos. J. Duffy, who has been appointed by Governor Judson Harmon, of Ohio, a member of the new State Employers' Liability Commission for a term of two years at a salary of $5,000 the year.

The commission is composed of three members, the other two being Mayor Wallace D. Yaple, of Chillicothe, and W. A. Grieves, of Columbus. Mr. Duffy will represent labor's interests on the commission, Mr. Yaple the judiciary, and Mr. Grieves the manufacturers. At a meeting of the commissioners held recently in the Governor's office Mr. Duffy was chosen permanent chairman of the commission. An agreement was also reached at this meeting whereby he will be excused from service on the commission during the general ware conference.

Mr. Duffy was first elected to the presidency of the National Brotherhood when but twenty-six years of age and has since served eight terms. He was re-elected for the ninth term at the recent convention held in Atlantic City.

Roman Pottery Found in London

A discovery of exceptionally well preserved Roman pottery was made in London recently. While workmen were excavating about ten feet below the surface for the foundation of a new wall on Fenchurch Street, they came upon some pieces of broken pottery, which the foreman immediately recognized as of the Roman period. The pieces, some of which fitted together, were parts of a brown or reddish-brown basin, about nine or twelve inches in diameter, beautifully decorated with embossed work and highly glazed. Upon the earth being removed the pieces polished up with as brilliant a gloss as though they had just been taken from the pottery. There were some half dozen heads of urns, a bull's horn and some handles of urns. A large Roman tile was also taken from a very old wall of immense strength, which the workmen met at right angles in the trench, and through which they had the utmost difficulty in cutting their way.

"Realistic" China for Table Use

THE mention of china table ware in the form and coloring of vegetables suggests something crude and uninviting, and it must be admitted that the earlier productions of this sort were crude. But the manufacturers have improved upon these first attemps and, responding to the fancy that evidently exists for "realistic china," they have brought out this season dainty and odd dishes that will fit in very well with the equipment of the bungalow. The pepper pot is an exact imitation of a red pepper and the accompanying salts simulates a miniature bunch of asparagus. A natural hued tomato resting on a china tray in the form of a lettuce leaf makes an admirable salad bowl, and to serve French dressing or mayonnaise there is available a lemon with a lettuce leaf stand. For relishes comes a long narrow lettuce green dish decorated with a slender young carrot, and a salad set consists of a bowl in lettuce coloring accompanied by half a dozen individual plates simulating tender green lettuce leaves.

The St. Petersburg Glass Industry Company, St. Petersburg, Russia, has been formed with a capital of 1,500,000 roubles, to operate glass factories in St. Petersburg and Vologda and to deal in glassware and similar lines.

Although glass bottles were made by the Romans as far back as 79 A. D., their manufacture was not begun in England until 1558.

The collection of old Chinese porcelain formed by Richard Bennett, of Thornby Hall, Northampton, England, has been purchased by an Englishman for a sum approaching $1,500,000. The purchaser desires to remain anonymous for the present. It is said to be the finest collection of Chinese porcelain known to exist and will be available for public inspection at the owner's museum.

Pencilings of Potteries

ATHENS, Ga.—The Chamber of Commerce recently voted a bonus worth from $5,000 to $10,000 for the construction of an art pottery. Thomas R. Harsha, W. A. Harsha, George L. Auberger and L. Auberger, of East Liverpool, O., all practical potters, are interested in the plant, work on which has already been started.

Avondale, O.—The construction of a pottery in this section is being considered by C. W. Stine, of Zanesville.

Beaver Falls, Pa.—Application for a charter for the Keystone China Company has been made at Harrisburg by James E. Whittaker, Arthur S. Whetmore and Joseph F. Bartley.

Canonsburg, Pa.—Announcement has been made that the Canonsburg Pottery Company will further expand one of its plants so as to double its present size. The plant does not now make decorated ware, but will erect six decorating kilns for carrying out that branch of the business. When the improvements are finished the new plant will have thirteen kilns, or a total of thirty in the two factories.

Crooksville, O.—A new $5,000 warehouse is being erected by the Star Pottery Company. It will be completed during the present month.

Colesburg, Ia.—The Colesburg Pottery Company will make an extensive addition to its plant, largely increasing its output of flower pots.

East Liverpool, O.—At a recent meeting of the Globe Pottery Company the following officers were elected: President, Noah A. Frederick; vice-president, Jacob Shenkel; secretary-treasurer and general manager, Clarence H. Bauman.

Fredericksburg, O.—The Kyoto Pottery Company has been incorporated here for $50,000 by R. W. Spencer and others.

Ironspot, O.—A $125,000 addition is being made at the plant of the Ransbottom Pottery Company. Six new brick buildings will be equipped with the latest pottery-making machinery. There will be a manufacturing building, a kiln shed, an engine and boiler house, and three large warehouses.

Parkersburg, W. Va.—Operations have been started at the new Lessell Art Pottery in this city. The company manufactures a line of art pottery in imitation of copper, brass, silver and gold. John B. Lessell, a well-known pottery decorator, formerly of East Liverpool and Minerva, O., is at the head of the project.

Salineville, O.—The National China Company will enlarge its plant by the erection of a double decorating kiln. The company recently installed its own lighting plant and various other improvements.

Sebring, O.—Operations will be commenced in the plant of the new Saxon China Company during September. The plant will have a capacity of seventeen kilns—five glost, four bisque and eight decorating. Machinery is being installed and the first raw materials have been received. Samples of the ware to be manufactured have already been made and salesmen will go on the road at an early date.

Trenton, N. J.—The International China Company has brought out a line of about eighteen new border patterns, besides some attractive finishes in white and gold on a full line of Avon-shaped dinner ware.—The Mercer China Company is getting out a new dinner ware line known as the *Olympic*. It is a plain shape with plain handles.—The New Jersey China Company has a new shape, the *Charlotte*, and many new decorations.

Wheeling, W. Va.—The Warwick China Company is producing a high grade of vitreous porcelain hotel and dinner ware. There are one hundred and seventy-two new pieces. Thomas Obert is in charge of the decorating department. Col. Will A. Rhodes is also now identified with the Warwick company.

Zanesville, O.—An interesting departure from the usual practice of firms in sending out traveling men to sell their wares will be made by the Betterware Pottery Company, which was recently incorporated by prominent colored residents of this city. The newly incorporated firm has purchased the Neilson pottery in Putnam and will immediately commence putting the place in shape for work in the fall. The firm will sell its ware direct from the pottery to the public, thus placing its products before the people very cheaply and saving the commission of the middleman.

Glimpses of Glass Houses

Being a Page of Short Notes of Business Affairs in the Different Factories

BRIDGEVILLE, PA.—The John B. Higbee Glass Company is manufacturing a new sanitary hot or cold water bottle. It is made entirely of glass and will keep liquids hot for twenty-four hours or cold for forty-eight. It is made in three sizes—half pint, pint and quart, is attractive in appearance and easily cleaned.

Clarksburg, W. Va.—Work is soon to be taken up on the plant of the new Blenko Antique Art Glass Company. The industry will be a permanent one. The stockholders of the new firm are William Blenko, of Point Marion, and Charles H. Harding, Virgil L. Highland, Charles S. Sunley and Sherman C. Denham, of Clarksburg. The capital stock is $25,000 and application has been made for a state charter.

Corning, N. Y.—The work of constructing an addition to the plant of the Corning Glass Works is progressing as rapidly as possible. The concrete used in the piers is reinforced with spiral iron, making a most substantial building material. Because of the necessity of making a deep excavation and the presence of considerable water, the building will require several months for completion.

Great Bend, Pa.—The Messrs. Demar, formerly of Honesdale, have leased a large factory building on Church Street and will open a cut glass factory. The Messrs. Demar are members of the Herbeck-Demar Company, which firm is located at Hallstead, Pa, and have now decided to form a company of their own, locating in this city. Workmen are engaged in getting the building ready for occupancy and it is expected that the industry will give employment to a large number of men.

Jeannette, Pa.—Preparations are being made at the factory of the McKee Glass Company for starting the old factory department, which has been out of blast for a number of years. The furnaces in this part of the works have a capacity of forty-five pots. The annealing ovens in the old factory have been repaired, a new roof has been put on the building, and the furnaces are being put in shape as rapidly as possible. As soon as the additional furnaces are ready for operation a number of additional employes will be necessary.

Pittsburg, Pa.—The annual meeting of the United States Glass Company will be held at the general offices this week. W. I. Campbell and W. J. Dillon, Southwestern representatives of the company, and W. F. Jones and S. R. Frazier, Jr., who cover the Northwestern territory, started early in August on their Fall trips.

Phillipsburg, Pa.—As a result of the discovery of a high grade of silica sand in this vicinity a cut glass factory is likely to be started in the near future. According to a local paper, a well-known firm, whose factory is at present in a town with no competing railroad facilities, has written regarding the establishment of a plant. At the start the factory would employ at least sixty men and boys.

Rochester, Pa.—The Dedrick Glass Company, a new decorating firm, has started in business in a part of the factory owned by the Rochester Tumbler Company. Cut and etched ware will be manufactured, using blown ware from the Rochester plant and heavy plain pressed ware from other factories. William H. Dedrick is at the head of the new firm.

Saginaw, Mich.—The Central Cut Glass Company started operations at its new factory in this city August 1. The building occupied has been completely remodelled, new floors have been laid, both interior and exterior has been repainted, and a large number of additional windows placed. The retail store takes up about a third of the length of the building. In the rear will be the cleaning and examining and wrapping room, and back of that the finishing department, where the company's product will be thoroughly overhauled. On the other side of the first floor will be the stock and shipping rooms. The second floor has been made into one big work room accommodating fifty frames. The Central Cut Glass Company has three other factories, one in Walkerton, Ind.; another in Lena Park, Ill., and a third in Chicago. About fifty men will be employed at the start.

Shadyside, O.—The name of the Buckeye Tumbler Company has been changed to the Buckeye Glass Company, and it is said that in addition to tumblers the company will also manufacture iridescent ware. The firm is of recent origin, the capital stock being $75,000.

Warwood, W. Va.—Work has been started on the construction of a plant for the Wheeling Tumbler Company, which when completed will employ one hundred and fifty experienced glassworkers. An effort will be made to place the plant in operation during September. Orders already on hand will keep the factory in operation for fully three months.

A Section of the Main Floor Looking West

The West's Greater China Store

The Growth of a Los Angeles Business—Attractive Features of the Vollmer-Jantzen Store—The Chief Object of Arranging a Store—Stocking a Store Properly

HERETOFORE the articles of this series have dealt largely with the arrangement and detail of leading New York department stores, touching lightly upon their history, development and business methods, and more specifically on the distinctive features which have helped to build up the departments with which this publication is most closely identified. Now, however, a new field is entered and a business described, which, although located many leagues distant from the shopping center of New York City, nevertheless represents every aspect of modern, up-to-date trade methods.

During the past two years to such an extent has the business of the Vollmer Jantzen Company, of Los Angeles, increased that it was necessary to add fifty-six hundred square feet of floor space to the already spacious quarters. The large increase of business was due to no other than the liberal policy of the firm in offering the best merchandise with an absolute guarantee of full satisfaction, in addition to the best possible store service and the most reasonable prices.

One of the most attractive features of the Vollmer-Jantzen store is the seven mahogany display rooms, which are devoted exclusively to the display of cut glass and dinnerware. One room is devoted to semi-porcelain, one to German and inexpensive French china, one to fine French china, and one to Minton china, carrying in all close to one hundred stock patterns. The rooms are connected by arches, making it possible to go from one to the other and by separate arches from the main floor, giving two entrances to each room. There is almost two hundred feet of window display.

It requires only a glance at the accompanying illustrations to see the care with which every detail has been arranged. The pretty dinner set on a round or square table covered with white cloth; in the center, a vase, candelabrum, portable or figurette; around pillars, shelves on which fancy china or steins are displayed; here and there a pedestal and jardinière, a terra cotta figure, a muffin stand, a serving table, a vase containing Poinsettia, and other accessory articles

A Section in the West End of China, Glassware, and Hotel Supplies Department

Northeast Corner of Cut Glass Room

so often advocated in POTTERY AND GLASS. The cut glass department, mirrored and remirrored, is an endless maze of glass. The goods are here displayed on glass shelves, in cabinets with mirrored backs, one shelf containing flat pieces and bowls; another, water, whisky and table sets; a third jugs; another vases, and so on. Even the lighting fixtures are, in some cases, of cut glass. Kitchen and cooking ware is displayed on plain tables and art pottery in cabinets.

"The chief object of arranging a store is to facilitate the work of conducting the store, and thus make a saving of both time and money. The store that is attractive in appearance and where the sales force is courteous and willing to take pains, has an attraction for most people. Not only should the department head, but all employed in a store should know the exact location of stock. Few things create a more unfavorable impression in the mind of the average customer than to have a man behind the counter start on a search among the shelves and drawers for some particular article that is asked for, even though it may not be an every-day staple." It has been just this courteous treatment of customers, intelligent service, a well arranged store, a complete and up-to-date stock, good values, and prompt deliveries that has made the Vollmer-Jantzen business to grow to its present size.

Some one has said that the merchant has learned much who knows how to stock his store rightly. There are quick sellers and slow sellers and things that are hard to dispose of at any price. The wise merchant can tell the caliber of the new man who starts in business by the stock he has bought. Before buying, wants of customers should be well considered. There are hundreds of brands of goods, but to push a new brand is not an easy matter. Even sometimes goods that are widely advertised have no sale in a certain community. People are becoming considerably enlightened as to goods in every line. They look for best values. In such things as chinaware there is a distinction, and well-informed people can tell the cheap, inferior kind from that which is good. Because some salesman desires to load you up with a lot of cheap wares, it is no reason why you should buy. It never pays to gain the reputation of carrying cheap, low-grade goods. You can sell the better articles easier, make better profits and more adhesive customers. Imitation articles, those made as substitutes for standard and well-known kinds, are always inferior. Do not start out with the intention of fooling the people, because you are the one who will be more likely to be fooled. Leave fake goods and seconds for the cheap-johns and the *damaged goods* fellows, if they are allowed to occasionally do business in your town. Work for a reputation and make your reputation earn you money.

A Section of the Main Floor Looking East

Practical Science Department

Edited by Prof. Charles F. Binns

Raw Lead Glazes—By Ross C. Purdy of the Department of Ceramic Engineering of the Ohio State University

INTRODUCTION

Definition—The term "Raw Lead," as here used, refers to those glossy glazes which are made entirely from raw ingredients, and having as the principle fluxing material either an oxide or carbonate of lead.

USES OF RAW LEAD GLAZES

RAW lead glazes are used largely on majolica and faience, colored wall tiles, terra cotta, enameled bricks, etc.

Following are some of the more important considerations which determine the use of raw lead glazes:

(1) *Cost*—Of the more fusible glazes, the raw lead are the cheapest when both cost of material and of preparation are considered.

(2) *Colors*—Most of the *ordinary* colors and tints can be obtained in raw lead glazes, the same as in the more expensive fritted glazes, hence the raw lead glaze finds a large use in colored glazes (erroneously called enamels).

(3) *Absence of Tint*—Where total absence of tint or color is desired, as on white earthenware or white wall tiles, raw lead glazes could not be used because of the straw yellow tint due to the lead. Because this slightly yellow tint is not so noticeable on the bulkier and cruder wares as on the smaller ware where perfection of craftsmanship is required, raw lead glazes find a large use on engobed bricks, terra cotta, etc.

(4) *Crazing*—There is no reason why fully matured raw lead glazes should be more liable to crazing than fritted glazes, yet we often hear the statement that it is practically impossible to make a non-crazing raw lead glaze. There is a much larger bulk of ware made with raw lead glazes, and the larger portion of this is made from ill designed bodies, hence more crazing is to be seen on the raw lead glaze goods than on the fritted glaze goods, but with a given body, and given biscuit and gloss heat treatment, it is just as easy to produce non-crazed ware with raw lead glazes as with fritted.

(5) *Opaque Glazes*—To obtain an opaque glaze of low fusibility requires the use of some form of tin. For this the oxide of tin is the best, but to obtain homogeneous dissemination of the oxide, it must first be fritted with some of the other glaze materials. In fact, due to the tendency of the tin oxide to curdle, thus giving a cloudy effect (unless present in comparatively large amounts), the use of tin in a frit has been found to be cheaper than the use of it raw. If fritting of the tin is not feasible in a given case, then it had best be added as tin ash.

(6) *Refractory colorants*—Some of the colorants, such as chromate of iron, chromium oxide, etc., dissolve so slowly in a glaze that to obtain an even color they must be added as a stain or fritt, preferably the latter. When desirable to use the refractory colorants, raw lead glazes are not serviceable.

HEAT RANGE OF RAW LEAD GLAZES

Some writers state that the heat range of raw lead glazes is dependent upon their content of lead oxide, the larger the content of lead, the longer will be the range. While we admit the truth of this statement, we can hardly subscribe to the notion that lead alone is responsible in any way other than that lead and its silicate compounds seem to be mutually soluble in nearly all proportions with the other glaze ingredients, and that of two glazes, one low and the other high in lead, the one containing the most lead will have, on fusion, the largest proportion of eutectic solvent. Since we have glaze ingredients, which are more fusible than the lead compounds (cryolite, and fluorspar for illustration) we cannot ascribe the beneficial influence of lead on the heat range to its relatively easy fusibility.

The heat range of raw lead glazes can be materially altered by (1) Variations in the other RO oxides; (2) In the source of these oxides; (3) In the alumina content; and (4) Oxygen ratio. The heat range of raw lead glazes, in other words, is dependent upon several factors and not on any one alone.

In glazes of *equi minimum maturing point* we find the maximum heat range in the glaze which has:

(a) The largest number and variety of ingredients in its batch formula.

(b) With the same oxides (in molecular formula) throughout, the one highest in PbO.

(c) With a given Al_2O_3 and SiO_2 content, the one with the largest variety of oxides dissolved in the molten glass.

(d) With all other factors equal, the one highest in Al_2O_3 (with 0.35 equiv. as maximum).

(e) With all other factors equal, the one which most closely approximates in oxygen ratio of 2.

RANGE IN GLOSS HEATS FOR WHICH RAW LEAD GLAZES ARE ADAPTED

The range in glost heat treatment within which raw lead glazes can be used with success is from Cone 010 to about Cone 8. These glazes, however, are most generally matured between Cone 04 and Cone 2. These commercial limits in the glost heat treatment are influenced altogether by the fact that the softer the

glaze the more likely is it to craze and the harder the glaze the smaller will be its possible color scale. It has been contended that because of the volatility of lead, Cone 2 or 3 was the maximum heat treatment with which raw lead glazes could be burned, a higher heat treatment resulting either in blistered or dulled glazes. This contention, however, is unfounded, for a good gloss raw lead glaze at Cone 8 has for years been a commercial reality.

CORNWALLSTONE VS. FELDSPAR IN RAW LEAD GLAZES

Experience has shown that Cornwallstone can *not* be substituted in glazes for a mixture of feldspar, clay and flint having the same percentage composition, and still obtain the same results. In Cornwallstone, we either have a fortunate mixture of minerals or the presence of some one mineral (some say fluorspar) that makes it most advantageous in raw lead glazes and especially so when used on jardinières, etc., where blending of colors is desired. The feldspar glazes undoubtedly work as well on the flat, and in cases where flowing of the glaze is not necessary, but on jardinières they are not as desirable as the Cornwallstone glazes.

LIMITS OF COMPOSITION

In discussing limits of composition of glazes, writers almost invariably refer back to Seger, for it was Seger who first expressed glaze formulae in stoichiometric terms. His practical experiences, as well as all of his researches, were no doubt confined entirely to fritted and porcelain glazes. We base this statement on the fact that nowhere in his writings can we find a reference or even a suggestion to either the raw lead or the Bristol glazes. We feel that Binns (*1*) and Fickes (*2*) were not warranted, therefore, in quoting from Seger any rules or limits as though he had intended them to apply to raw lead glazes. We must assume that he intended that his rules should be applied only to the types of glazes with which he experimented. If we do this, we find (as was learned in the Bristol and Porcelain Glaze Study, and as will be learned when studying fritted glaze) that Seger was quite accurate in his limits of composition for these types of glazes and that we must determine for ourselves the limits for raw lead glazes.

(*To be continued*)

Fruit Jar Filler.—Wm. M. Warrin

Late Gotham Notes.

The showrooms of the Royal Copenhagen Porcelain Company, 25 West Broadway, are soon to be discontinued. The lines will then be handled at the uptown office, 16 West Thirty-third Street.

O'Donnell & Dorner, 19 Park Place, have added the silver deposit line of the Richter Manufacturing Company, Providence, R. I.

I. Silverberg, 76 Park Place, is showing some new lines of dinnerware, chocolate sets and cups and saucers, the Mitchell Woodbury Company's import goods. The Elite Glass Works are making an elegant line of ruby lemonade, table, berry, liquor and punch bowl sets and a large line of satin etched ware in punch bowls, table sets, fern dishes and other pieces.

The United Sheffield Silver Company has moved its plant to 154 West Twenty-seventh Street.

A petition in bankruptcy has been filed against B. Weiner, 22 Center Street, a manufacturer of brass and copper novelties. The liabilities are $9,000, the assets $3,000.

Edward A. Unger, 76 Park Place, is showing a large line of the goods of the East Liverpool Potteries Company, comprising white and decorated dinnerware and specialties suitable for special sale purposes.

O. C. Walker Resigns from Ohio China Company.

Mr. O. C. Walker has resigned his position as general manager of the Ohio China Company, East Palestine, O., to accept another with the Limoges China Company, of Sebring, Thio. Mr. Walker will continue to hold stock in the Ohio Company and will remain on the Board of Directors for the present.

Imports at the Port of New York

Week Ending	China	Earthenware	Glassware
July 1	$37,814	$11,185	$39,766
July 8	71,084	8,506	32,218
July 15	89,010	11,441	30,945
July 22	59,165	19,465	33,481
July 29	83,555	15,948	36,189
Total	$340,628	$66,545	$172,599
Same period 1910	479,315	75,661	144,830

Gathered in Gotham

Being an Account of Some of the New Things on the Market and Where to Get Them

S. A. WELLER, 55 Park Place, is showing a new line of cut flower vases in matt green and ivory art pottery. There are pretty *Rosemont* jardinières in dull green, yellow and pink, the handles being formed by relief floral decorations. In the *Voile* line, consisting of jardinières, pedestals and vases, the lower part of the piece is in plain matt color, with the decoration, floral or symmetrical, on the upper border. When an object consists of two pieces, the decoration of one is very cleverly arranged to match the other. The largest piece in the *Voile* line is a pedestal and jardinière five and one-half feet in height. There is also a large new line of Weller brown and white cooking ware, a well-shaped teapot being the leader.

Max Herbert, 26 Murray Street, has a large line of original patterns in rich cut glass, offering excellent opportunities for profit making. The *aster* design is a floral pattern made on a full line. The flower is in dull cutting, while the stem and leaf is polished. An attractive number of this line is a vase in sizes varying from six to sixteen inches. The grape pattern in light cutting on blown table ware is an excellent line. From the United Sheffield Silver Company are two bon-bon baskets and an almond dish in Louis XVI patterns and six card trays in assorted engravings. All are reproductions of old English Sheffield, made on copper and then silver plated.

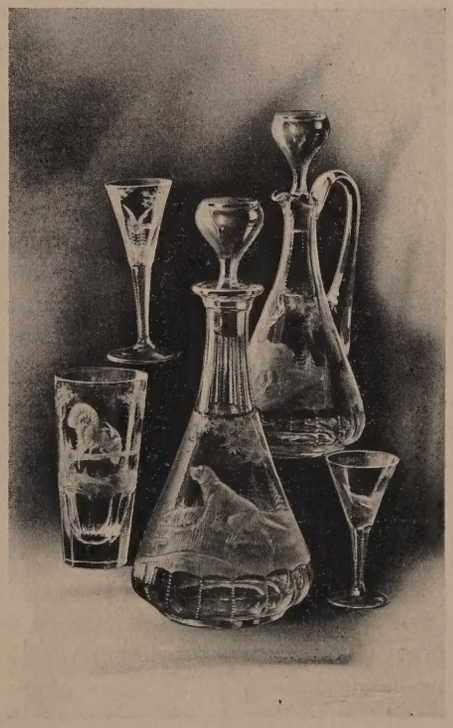
The Lessell Art Ware Company, of Parkersburg, W. Va., represented by W. H. Dunn & Co., 54 Murray Street, is showing a unique line of art pottery in imitation of copper and bronze. Each piece has the effect of being made of metal sheets riveted together. The line consists of jardinières in sizes from six to twelve inches, three jardinières with pedestals, three fern dishes, inkstands, tobacco boxes, steins, jugs, vases, teapots, sugars and creams, portables, lamp bodies, candlesticks and umbrella stands. Many of the pieces are handled. The line will also be made in imitation silver and gold.

Among new cut glass lines being shown by the Jewel Cut Glass Company at 55 Park Place is the *Aberdeen* pattern, which high-class trade pronounces to be the most striking on the market. A combination of stars and plain fluting gives each piece a most striking effect. On flat pieces there is a large star in the center, surrounded by a band of fluting, then a shoulder of smaller stars and a border of fluting. The design is carried out on ice cream sets, sandwich plates, fruit bowls, cracker and cheese dishes and vases. Not only is the cutting on each piece of extra fine work, but the expense of polishing is greater than on any line yet brought out by the Jewel company.

Among the new lines of the Pioneer Cut Glass Company being exhibited by Albert R. Marryatt, 32 Park Place, is the *wild rose* pattern, a revelation in floral cutting. The flower is in dull cutting, the leaf and stem in bright, the center stem extends across the piece, the smaller stems branching from the base. Every piece is wooded, pumiced and chamoised before leaving the factory and passes through a double inspection. Every piece sold, therefore, shows high workmanship and rich quality. The line includes jugs, flat pieces, sugars and creams and bowls.

The new Buffalo baby plate is being shown by A. H. Ledden at 65 West Broadway. It is white, with pictorial decorations and gold banding. There are also several new pieces of Emerald Deldare ware in odd shaped jugs, with decorations of the Dr. Syntax series.

Louis Levien, 33 Murray Street, has a new floral cutting, the *Marguerite,* which has already proven a great success. It is made on vases, fern dishes, jugs, bowls, and a full line, and is particularly attractive to those desiring a rich grade of goods.



Crystal Wine Set—Count Harrach Glasssware

Ivory Glass with Heavy Gold Decorations—Brodsky & Sovak

E. W. Hammond, 65 West Broadway, is now carrying the line of the Niagara Cut Glass Company of Buffalo, in addition to the Emil Kupfer lines. Two prominent cuttings of the new line are the *Buffalo* and the *Niagara*. Mr. Hammond is increasing his display space.

John E. Rohrbeck, 24 Downing Street, continues to manufacture a full line of mirror plateaux. These are well finished throughout, all parts are brazed, there are no ugly seams and no lead is used in soldering. The plateau will stand any test and bear comparison with any other made.

A prominent feature of the new Kranz-Smith lines, shown by W. D. Finke at 45 West Broadway, is a combination of bright star and dull floral cutting, which is carried out on a large number of pieces. A salted almond set, with a basket for centerpiece, surrounded by six smaller receptacles, is an attractive novelty. The centerpiece may be used separately for a sugar. In the Gibbs line is a set of vases with cut base and flared and scalloped top, in which the distinctive feature is a star. A new jug and tumbler in a floral pattern, known as the *Clematis* cutting, has the edge of each flower delicately tipped in gray. Another Gibbs jug bears twenty buzz-stars and twenty-seven plain stars.

The sanitary china fruit jar funnel made by the West End Pottery Company is made of a high quality of semi-vitreous porcelain. It will not rust like tin, nor will the enamel chip off like many other wares. The new jar which is being shown by Wm. M. Warrin, 25 West Broadway, is illustrated on an adjoining page.

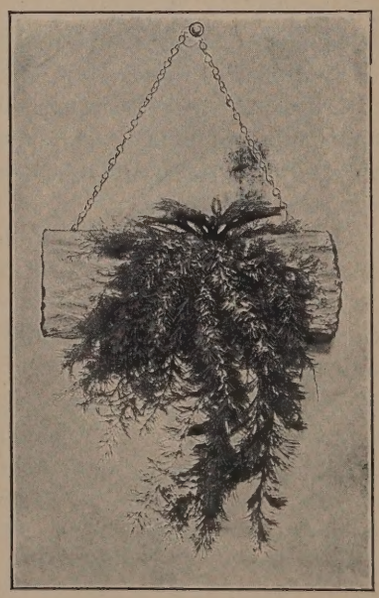
I. P. Cohen, 76 Park Place, representing the Sterling Cut Glass Company, has many new items, among which is a very pretty eight-inch bowl, exceedingly low in price, although high in quality. In the way of celery and spoon trays is a new square pattern which is unusually attractive.

Henry Endemann, 32 Park Place, is showing some pretty etchings on stem ware for import only. The same designs may be had in gold incrustations. Old shapes and etchings have been improved by the introduction of a cut stem.

H. C. Kupfer, 52 Murray Street, is closing out this year's line of Schierholz samples. Many desirable pieces are being offered.

Two items recently brought out by the Central Glass Works, now being shown by Alex Doctor, 66 West Broadway, are the masterpieces of that company and deserve its every attention. The one is a full line of stem ware in sixty-three pieces in deep plate etching. The decoration is in art noveau, with Fuchsia, rose and filigree work in drooping effects. The other number is a new art engraving, also on a full line, the Japanese daisy being used for decoration.

Brodsky & Sovak, 366 Fifth Avenue, are showing a number of new sets of stem ware and table glass from the factory of Count Harrach, varying from plain to highly decorated designs. One is in optic glass, with diamond cut band and base; another of egg-shell glass with wreath cutting; and a third of finely engraved glass in a floral (pine) design. There are also some highly decorated liquor sets in relief coin gold decoration on olive, moss-green or plain white glass. A set illustrated on this page is in ivory glass with heavy gold decoration and is a replica of one of the first sets made in the Bohemian factory in the seventeenth century. The other illustration is of an intaglio engraved crystal table set.



Imitation Log with Fern—Mosfern Company

OBITUARY

FREDERICK LOESER, founder of Frederick Loeser & Co., of Brooklyn, died in Stuttgart, Germany, July 31, after an illness of six months. His death follows closely that of Arthur Gibb on January 15, who succeeded him as head of the firm in 1897, and of another big Brooklyn merchant, Abraham Abraham, of the firm of Abraham & Straus.

Mr. Loeser was born in Mergenthein, southern Germany, in 1833, the son of a poor silversmith. His mother died when he was a boy and he was taken from school and apprenticed to a fringe maker in Wurzburg. In 1853 he sailed from Havre, France, and landed in New York with a capital of $2.50 and a silver watch. He first went to Morganfield, Ky., where he spent a few years in the fur trade, and later opened a store at Smith's Mills, Ky. He sold out this business in 1855 and went to Louisville, Ky., where he remained two years, and then came to New York, entering the employ of S. M. Peyser, a dealer in trimmings and embroideries in Manhattan.

In 1860 Mr. Loeser, in partnership with Moritz Dinkelspiel, opened a small embroidery and trimming store at 277 Fulton Street, Brooklyn, and in 1863, after J. W. Jones had entered the firm, opened a branch store at 737 Broadway, Manhattan. He sold out his interest in this branch in 1866 and bought out the shares held by his partners in the Brooklyn business, and in 1870 moved to a larger store at Fulton and Tillary Streets. Louis Liebmann and Henry Liebmann then joined the firm. In 1876 Gustav Loeser, a brother of Frederick Loeser, was taken into the firm, and in 1887 the business was moved to the site of the present establishment at Fulton and Bond Streets. Soon after Frederick Loeser retired from active business and the establishment passed into the control of John Gibb, who died in 1905. Walter Gibb, a son of John Gibb, is the present head of the firm.

William Rowland, who had been in the crockery and glass business since 1842, died in New Brunswick, N. J., July 31, aged eighty-three years. He entered the employ of J. & H. Hutchins when only fourteen years of age. In about 1851, with R. V. Bailey he purchased the business of his former employers, and in 1856 bought out the interest of his partner. Mr. Rowland had long been a familiar figure in old New Brunswick.

A copy of the official "Verzeichnis der auf den Leipziger Messen verkehrenden Einkäufer," containing the names and addresses of the exhibitors at the Michaelmas Fair to be held in Leipsig, commencing August 27, together with their businesses and locations, has been received at this office. Any one wishing copies of the book may have same by applying to Dr. Kuhn, secretary of fair. The edition, of course, is in German.

A copy of a Color Chart Calendar, issued by Messrs. Wengers, Ltd., Etruria, Stoke-on-Trent, has been received at this office.

DIRECTORY OF PRINCIPAL ORGANIZATIONS ALLIED WITH THE POTTERY AND GLASS TRADE

AMERICAN ASSOCIATION OF FLINT AND LIME GLASS MANUFACTURERS.

President, Daniel C. Ripley, Pittsburg, Pa.
Vice-President, Marshall W. Gleason, Pittsburg, Pa.
Vice-President, Arthur J. Bennett, Pittsburg, Pa.
Treasurer, Thomas Evans, Pittsburg, Pa.

NATIONAL ASSOCIATION OF MANUFACTURERS OF PRESSED AND BLOWN GLASSWARE.

President, E. J. Barry, Toledo, O.
Vice-President, M. W. Gleason, Brooklyn, N. Y.
Treasurer, J. D. Wilson, Tarentum, Pa.
Secretary, John Kunzler, Pittsburg, Pa.

UNITED STATES POTTERS' ASSOCIATION.

President, E. M. Knowles, East Liverpool, O.
First Vice-President, William Burgess, Trenton, N. J.
Sect'y and Treas., C. C. Ashbaugh, E. Liverpool, O.

AMERICAN CERAMIC SOCIETY.

President, Charles Weelans, Trenton, N. J.
Vice-President, Lawrence E. Barringer, Schenectady, N. Y.
Secretary, Edward Orton, Jr., Columbus, O.
Treasurer, Ellis Lovejoy, E.M., Columbus, O.

CROCKERY BOARD OF TRADE.

President, Gilbert M. Smith.
First Vice-President, John J. Miller.
Second Vice-President, L. S. Hinman.
Treasurer, Chas. A. Holbrook.
Secretary, L. S. Owen, 149 Church St., New York.

TRADE UNION ORGANIZATION

NATIONAL BROTHERHOOD OF OPERATIVE POTTERS.

President, T. J. Duffy, E. Liverpool, O.
First Vice-President, F. H. Hutchins, Trenton, N. J.
Second Vice-President, Samuel E. Burgess, East Liverpool, O.
Third Vice-President, Samuel Burford, Tiffin, O.
Secretary-Treasurer, Ed. Menge, E. Liverpool, O.

AMERICA FLINT GLASS WORKERS' UNION.

President-Treasurer, Thos. W. Rowe.
Vice-President, Wm. J. Croke, Toledo, O.
Secretary, Wm. P. Clarke, Ohio Bldg., Toledo, O.
Assistant Secretary, D. J. McGrail, Toledo.

FRATERNAL AND INSURANCE ORGANIZATIONS

POTTERY, BRASS AND GLASS SALESMEN'S ASSOCIATION.

President, R. E. L. Wells, New York.
Vice-President, E. M. Uniack, Jr., New York.
Secretary, Joseph F. O'Gorman, New York.
Treasurer, George Hamilton, New York.

WESTERN GLASS AND POTTERY ASSOCIATION.

President, W. W. Lang, Cleveland, O.
First Vice-President, H. L. Dixon.
Second Vice-President, W. J. Patterson.
Secretary, J. G. Kaufman.
Treasurer, Robert West.

WANTED

Advertisements in this department, five cents a word. Minimum charge one dollar.

Pottery and Glass, 395 Fourth Avenue, New York.

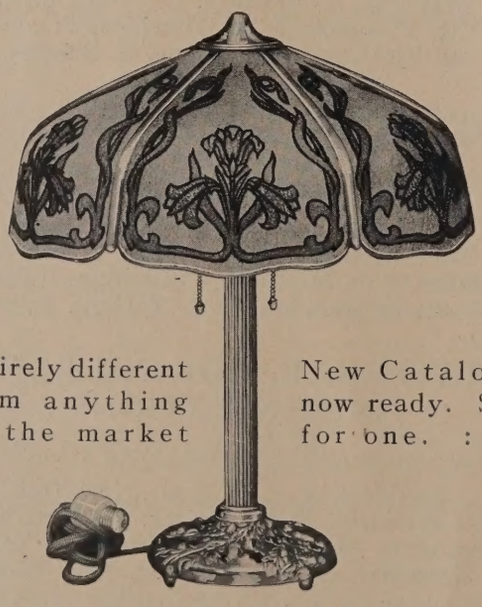
WANTED:—Local representatives for Pottery and Glass. If you are in any way connected with the pottery and glass trade or any business which brings you into contact with buyers, salesmen, stock clerks, designers, manufacturers connected with this field; pottery, glass lamps, art metal and other accessories; you will have many opportunities of calling attention to this publication. Pottery and Glass is just what they all want. You will find that you can easily add a substantial amount to your income by congenial work that will not interfere with your present duties. For particulars, address Pottery and Glass, 395 Fourth Avenue, New York.

FOR SALE.—Glass cutting machinery, consisting of frames, pulleys, shafting, hangers, etc. Address: "Machinery," care of Pottery and Glass.

ADVERTISERS' DIRECTORY

	PAGE
American Art Glass Co.	41
Brodsky & Sovak	42
Cawthra, T. A., & Co.	46
Dean, Jesse	8
Drakenfeld, B. F., & Co.	50
Duncan & Miller Glass Co.	39
Empire Cut Glass Co.	5
Enterprise Cut Glass Co.	39
Ernst Gudeman	42
Fulper Pottery Co.	37
Genesee Cut Glass Co.	43
Grumbacker, M.	51
Hanovia Chemical & Mfg. Co.	51
Harshaw, Fuller & Goodwin	51
Harvey, I. R.	48
Haveland & Co.	3
Haviland, Theo., & Co.	52
Herbert, M.	8
Herrfeldt & Co., J. H.	40
Hinde & Dauch Paper Co.	49
Hoag, Andrew H., Co.	48
Huott Publishing Co.	48
Irons, Joseph	40 and 48
Keramic Studio Pub. Co.	49
Levien, Louis, Cut Glass Co.	36
Libbey Glass Co.	2
Lynch Co., George C.	4
Mason Color & Chemical Co.	50
Michigan Cut Glass Co.	6
Mitchell Grindstone Works	48
Morgan, J., & Sons	36
Mossfern Co.	43
National Household Show	44 and 45
National Silica Co.	50
Nelson, John A.	47
Ohio China Co.	42
Ohio Silica Co.	50
Oriental Glass Co.	43
Paper Makers' Chemical Co.	49
Penna. Salt Mfg. Co.	49
Pioneer Cut Glass Co.	41
Pittsburgh Lamp, Brass & Glass Co.	43
Porcelaines, G. D. A.	47
Rawsthorne, R.	48
Remington Typewriter Co.	48
Rohrbeck, J. E.	47
Roessler & Hasslacher Chemical Co.	43
Stadler Photograph Co.	49
State College of Ceramics	49
Stillman Safety Lamp Co.	47
United Cut Glass Co.	8
Utopian Silver Deposit & Novelty Co.	40
Virden Mfg. Co.	7
Vogt & Dose	38
Weller, S. A.	42
Wengers, Ltd.	51
Wiarda, John C., & Co.	51

MODERN
STAINED GLASS
PATENTED
Electroliers and Fixtures



Entirely different from anything on the market

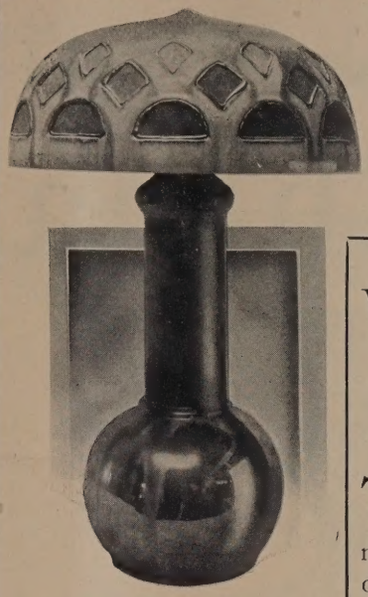
New Catalogue now ready. Send for one. : : :

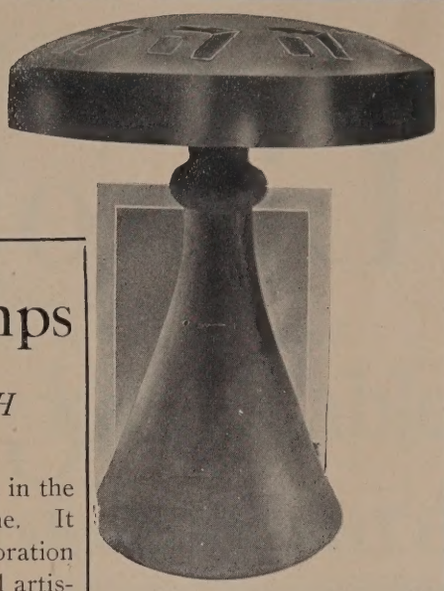
FULL LINE OF SAMPLES AT OUR SHOWROOMS

J. MORGAN & SONS
61 East 9th Street, NEAR BROADWAY, New York

The Louis Levien Cut Glass Co.
33 Murray Street,
New York

WE are still doing business at the old stand and are offering better values then ever. **SEE OUR TWO PINT TANKARD JUG, $1.50,** and don't forget our hand-cut floral design which we are selling as cheap as **figured cut glass.** Call or write.





Vase-Kraft Lamps

LAMPS TO LIVE WITH

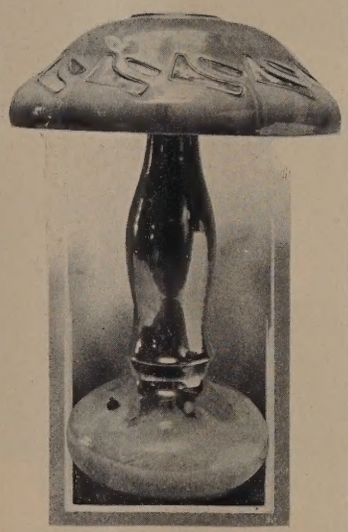
THE lamp plays an important part in the furnishing of the modern home. It must be a thing of beauty and decoration during the day, and both practical and artistic at night.

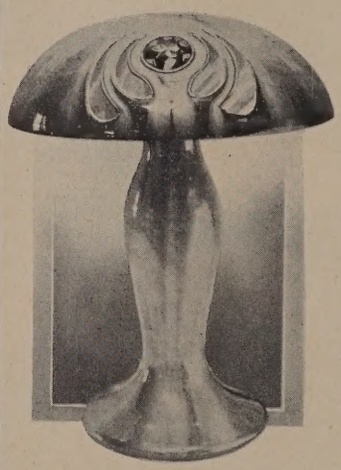
Modern lamps very often fail to meet these requirements. They are either too gorgeous in ornamentation or too plainly practical.

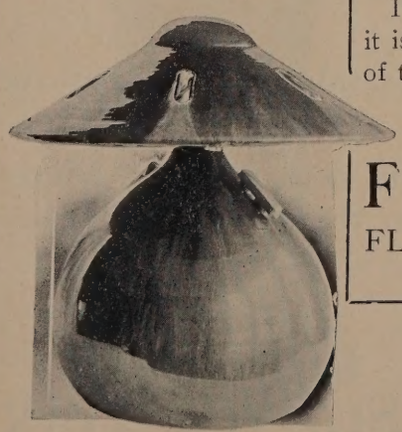
With the advent of "Vase-Kraft Lamps," however, an entirely new note in decorative luminants has been struck. Here is a variety of lamp that is unquestionably decorative in effect, unique in appearance, individual and distinctive in character, and withal thoroughly practical and utilitarian.

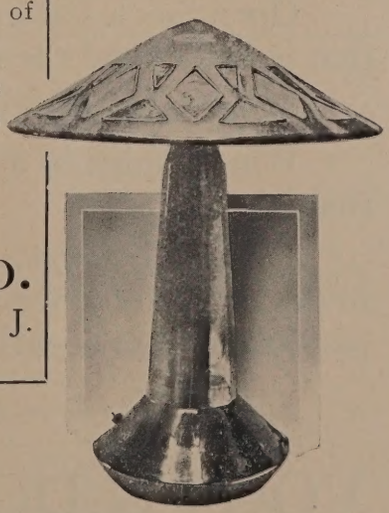
"Vase-Kraft Lamps" are an entirely new conception of the electric portable. They are constructed with pottery shades and pottery base, and are finished in the countless colors and textures of Vase-Kraft glazes. They are pleasing in general appearance and design, and harmoniously accord with all modern treatments of decoration. They are new and novel and are a radical departure from the ordinary run of portable lamps. They are certain to acquire immediate and lasting favor. Some of them are shown on this page.

If your lamp department is high class it is incomplete without a few examples of these amazing lamps.









Fulper Pottery Co.

FLEMINGTON - - N. J.

AN EXHIBITION OF

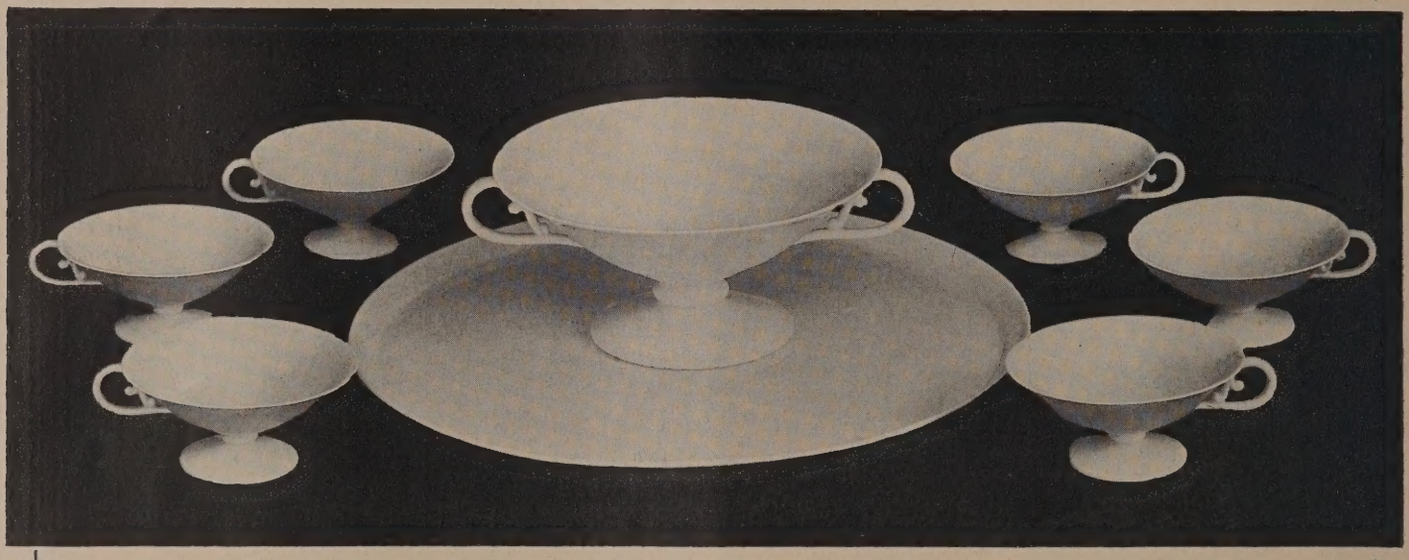
Limoges China

Second to none in New York is to be seen at the showrooms of

VOGT & DOSE

IMPORTERS OF FRENCH CHINA

43 BARCLAY STREET NEW YORK CITY



Original decorations are our strong point. We have them in great variety.

Open Stock Patterns ready for immediate delivery in dinnerware that is far beyond the average.

Don't leave the city without seeing our line.

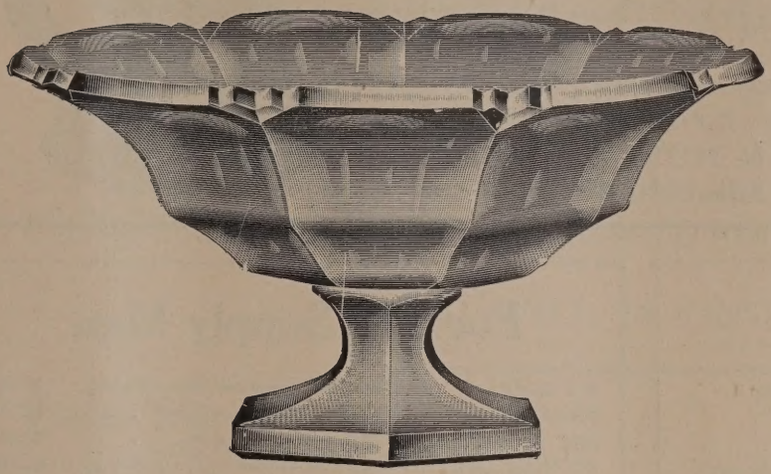
White China in a wonderfully varied and complete assortment of shapes.

Visiting buyers can see no better line of China, decorated and white, in the city, and a hearty invitation is extended to them to see our display of samples as well as Open Stock Patterns.

VOGT & DOSE, 43 Barclay St., New York

The Duncan & Miller Glass Co.

WASHINGTON, PA.



Our No. 72 8" Compote, Shallow.

Manufacturers of....

Fine Table Glassware

New Goods are Now to be Seen at Our Salesrooms.

PAUL JOSEPH. 64 Park Place. New York
JOSEPH TOMKINSON, 213 Commercial Bldg., Phila.
GREEN & THOMAS, 33 So. Charles St., Baltimore
L. A. FLETCHER, 157 Federal St., Boston
MARSH & KIDD CO., 617 Mission St., San Francisco

ENTERPRISE CUT GLASS

SEE THIS LINE OF

RAMBLER ROSE CUTTING

IT IS COMPLETE *and* ON DISPLAY AT SUITE 143

Hotel Marlborough

36th Street and Broadway, New York City

GEORGE E. GAYLORD

The Latest **"UTOPIAN" Silver Deposit" Novelty** — *Beautifully engraved crystal with rich "UTOPIAN" Silver Deposit Decorations*

One glance at this latest "UTOPIAN" novelty will convince any live dealer that here is *a line which demands his most serious consideration.*

A complete display of these superb new wares will be made in our Booth (No. 75) at the NATIONAL HOUSEHOLDSHOW, Madison Square, New York City, August 19th to 26th. It is decidedly worth your while to see this Exhibit.

Send for new Catalogue handsomely illustrated from new photographs.

TERMS: 6 per cent., 10 days; 5 per cent., 30 days—F.O.B. New York.

UTOPIAN SILVER DEPOSIT & NOVELTY CO., Mfrs.
54 West Twenty-second Street, New York

ENGRAVED JUG, $4.00 Each

SUGAR AND CREAM -:- RELIANCE CUTTING
Per Dozen Sets, **$18.90**

The trade is cordially invited to visit out factory or to send for Illustrated Catalogue showing general line with prices.

MADE BY

J. H. HERRFELDT & CO.

Manufacturers of Finely Made, Moderate Priced

REAL CUT GLASS

Factory, 63-71 Clymer St. BROOKLYN, N. Y.

For The Supply Man

SIX GOOD BOOKS THAT ARE ESSENTIAL TO YOU AND YOUR BUSINESS— GET THEM NOW

Elements of Glass and Glass Making	$3.00
Tables of Analyses of Clay . .	$2.00
Clay Glazes and Enamels . .	$5.00
Glass Manufacture	$2.00
*Grand Feu Ceramics (On the making of Hard Porcelain) . . .	$5.00
*Coloring and Decoration of Ceramic Ware	$2.00

(Those marked with an asterisk are postpaid.)

Huott Publishing Company

395 Fourth Avenue **New York**

Keeping Up To Date

MANY a man allows himself to be surpassed by others who are endowed with fewer talents because he does not keep abreast of the times in his field. Are you acquainted with everything that happens in the pottery, glass, lamp, and kindred trade fields? Do you want to know more?

Pottery and Glass

the leading monthly magazine devoted to pottery, glass, lamp, art metal, and allied trades will keep you posted on everything that happens in these branches of the trade. It will give you valuable selling schemes, short cuts in business, instructive articles written by men of note, technical matter of the highest kind and the most important news that happens during the month. **Pottery and Glass** is invaluable to the buyer; it should be part of his stock in trade. It will keep him informed of all the latest conceptions in pottery, glass, lamps and art metal that are placed in the market and where to get them. **Pottery and Glass** is most essential to the salesman, giving him valuable information that will fit him for higher things.

Don't Delay—Subscribe Now.

The coupon in the corner is for your convenience.

DURING the past year **Pottery and Glass** has published more store news, more technical matter, more instructive articles, and more illustrations than any other magazine in the field. Plans are now under way for the coming year that will make **Pottery and Glass** even more instructive and valuable than it has been in the past. And the time for you to subscribe for the magazine is now. The very next issue may contain a dozen articles that will be worth many dollars to you—and if your subscription is not in before that issue is published you will miss it, for we cannot supply back numbers. Just as soon as you read this announcement sit down and fill in the accompanying coupon, which is printed here for your personal convenience; then clip it off and send it to us with two dollars—and you will receive **Pottery and Glass** regularly for the next twelve months. Now is the time.

HUOTT PUBLISHING CO.,
395 Fourth Ave.,
N. Y. City.

Gentlemen:
Enclosed find $2.00 for one year's subscription to POTTERY AND GLASS.

Name .....

Street and Number.....

City and State.....

American Art Glass Co.

MANUFACTURERS OF

Art Glass Domes, Shades and Globes, Dining Room Fixtures

We wish to announce to the trade that our full line of Dining Room Domes and Portable Lamps are now on exhibition at our show rooms.

A CALL WILL BE CONVINCING

Western Representative:
JACOB HARTMAN

Eastern Representative:
S. B. CLARK

American Art Glass Co.

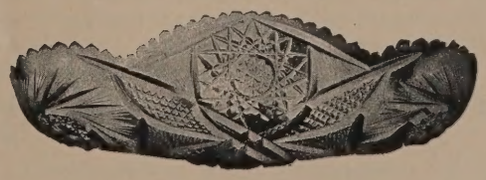
FACTORY AND SHOW ROOMS:
403-7 BROOME ST., NEW YORK

A Revelation in Floral Cutting Must be Seen to be Appreciated

¶ For the accommodation of visiting buyer, during the month of August, we will maintain in addition to our *New York Office, 32 Park Pl.*, in charge of *Mr. A. R. Marryatt*, a display at the Hotel Marlborough, 36th Street and Broadway, in charge of Mr. F. S. Scheissler. For snappy sellers inspect our offering of Celery and Olive Sets :: :: ::

BOSTON OFFICE:
157 Federal Street
In charge of Mr. P. Hanley

Pioneer Cut Glass Co.
CARBONDALE - PA.
Meet us at the Household Show, Booth No. 112



Too Many Patterns Now?

Try The Ohio China Co.

That's because some are dead ones, not selling well now.

A sample order on "Money back plan"
hat's our confidence in the Ohio.

Sales on the Ohio have doubled since last year.
Quality maintained is our aim.

Is easily the best plain shape on the market to-day.
Bears and commands inspection.

Effect, exclusive decorations enhance it to a degree only looked for in the import lines.

EAST PALESTINE, OHIO

WE want you to have enough interest in the

WELLER POTTERY

to have our salesman show you samples. We are sure you will be convinced of our leadership.

Everything new that's good is to be found in our line

S. A. WELLER

ZANESVILLE, OHIO

New York display - - - - - 57 Park Place
Boston display - - - - - 144 Congress Street
Chicago display 42 Madison St., Room No. 510 Heyworth Bldg.

BRODSKY & SOVAK

SOLE AGENTS FOR

COUNT HARRACH'S GLASS WORKS

NEUWELT, BOHEMIA

INVITE YOUR INSPECTION OF
THEIR SAMPLE ROOM AT
366 FIFTH AVE., NEW YORK

THE OLDEST AND MOST RENOWNED FACTORY
FOUNDED IN 1630

ELECTRICAL ROSE TRAY

Ernst Gudeman

IMPORTER and MANUFACTURER

OF

Electrical Decorative Novelties

279-283 SIXTH AVE., NEW YORK

Catalogs on Request

Genesee Cut Glass Co.

19 Montrose Street

Rochester, N. Y.

WE will NOT have an exhibit in the household show, but

MR. H. BENEDIKT
23 Park Place, New York

will be pleased to show you our samples. Do not fail to call upon him.

We are continually adding new and attractive items to our line and you will find it well worth your while to look it over.

Samples are also on display in the following Show Rooms:

Geo. R. Reinhart, 619 Arch St., Philadelphia, Pa.;
Howard A. Robb, 6092 Jenkins Arcade, Pittsburg, Pa.;
R. A. L'Ecuyer Co., Room 33, 59 E. Adams St., Chicago, Ill.

Representatives Wanted in other trade centers

DO NOT FAIL TO SEE OUR SPLENDID LINE OF

PORTABLES

Fitted with Art Glass Shades to Match

The Most Popular Line on the Market

PITTSBURGH LAMP, BRASS & GLASS CO.
PITTSBURGH - - - PENNSYLVANIA

Our Fern Fillings are being taken up by the leading houses throughout the country. They are put up in solid brass dishes or paper boxes. Prices from $9.00 per gross to $66.00 per doz. Write for Catalog G.

The Mosfern Company
SPECIALISTS IN **Fern Fillings**
463 Broadway New York

25,000 Buyers
From all Parts of the U. S.

THE MECCA OF

The National Household Show=At Madison Square

A Cry From the Cave.

PROPPING themselves upon their bony elbows, some "mummyfied" manufacturers drool: "We have followed our trades for twenty-five years and our house always got along without SHOWS." Yes, petrified ones, you have *followed* your trades, but you have never *caught up* with them. You are typical of a class of merchants who bemoan the inroads of rival merchants and urge "vigorous measures, while keeping a strangle-hold upon their cheque books." You are the kind of manufacturers who are ever ready with your "pooh! pooh!" when any plan contrary to your 2 x 3 ideas are broached. You are too narrow between the eyes *for this broad age,* so BACK TO THE CAVE.

To the Man in the Office Marked "Private"

YOU deal with most buyers at long range. Many of them you've never met. You know them only by *letter* and *ledger.* Why not *meet* and *greet* the buyer face to face at the SHOW. You will profit by knowing him personally. He will profit by knowing you personally. A friendly hand-clasp will clasp your trade CLOSER and TIGHTER. A tactful word, a cheery smile, a good-humored grip will make the buyer feel that you value his account ABOVE the mere dollars and cents consideration of self-interest. Get to know your CUSTOMERS—every mother's son of them—and let them know YOU. The SHOW is the place to see new faces, old faces, big buyers, little buyers and ALL BUYERS.

Can't Keep Up with My Orders.

THAT may be an *excuse* for not exhibiting at the SHOW, but it is no *explanation.* Are you in business just for TO-DAY? What about TO-MORROW? Do you suppose that the manufacturers of "Sapolio," "Kodacks," "Gillette Razors," "Uneda Biscuits" and a dozen other famed commodities in far wider demand than yours are not always behind in filling orders? But—they are building, building, building FOR THE FUTURE. They are constructing new wreck-proof ships of trade that will sail atop the waves of an industrial storm, *should it break.* AN OUNCE OF GET-AHEAD IS WORTH A TON OF CATCH-UP any day.

The Buyers will Look Me Up Anyway.

OH, THEY will, will they? Do you keep your salesroom open at night? No, of course not. The SHOW is open every night and until midnight. So, while you are confidently expecting Mr. Buyer to call at your salesroom Tuesday morning, he is at the SHOW Monday night, looking at the displays of your competitors and they are mixing with YOUR customers. Bad business that. Poor judgment that. Many "Closer-than-a-Brother" accounts are going to be separated from wholesale houses, who cannot or won't see the folly of giving rivals a "look-in." The Buyer will come to the SHOW first. If you are not there, your smiling competitor will be. Why let $50 or $100 stand in the way of keeping the trade you've got and getting a slice of the other fellow's?

Can You Do This Sum?

HOW much would it cost you to send out a salesman to meet 25,000 buyers? And, if it would cost at least $1,000 to have your salesman see only 100 buyers on the road, how much will you save by having 25,000 buyers visit your display at the SHOW at an expense for space of only $50 to $100? Figure it out for YOURSELF—then pass the problem on to your bookkeeper. And remember—when your salesman interviews the buyer at *home,* he finds him in a "I-dare-you-to-pry-an-order-out-of-me" attitude. When he comes to New York and to the SHOW, the buyer is LOOKING FOR GOODS, because that's what he's here for.

FOR FLOOR SPACE APPLY TO

THE NATIONAL HOUSE

THE BUYERS

175,000 Consumers From Greater New York

Garden, N. Y.=August 19th to 26th, 1911, inclusive.

Cut Your Selling Cost.

JUST three things contribute to the cost of modern production—the expense of *raw materials,* the expense of *manufacturing* and the expense of SELLING. You cannot reduce the cost of raw materials because you have no hand in fixing the price. You cannot reduce the cost of manufacturing because under-paid work-people MUST produce under-quality goods, and the quality is what you want and your customers demand. But—you CAN reduce the cost of selling, by displaying and demonstrating during the Buying Season at NATIONAL HOUSEHOLD SHOW, which brings the dealer to you without salesmen's commissions, salaries, traveling or hotel bills.

"My Men'll Be On The Road"

WELL, what of that? Would you rather have your salesman interview *five customers* a day on the road or *fifty customers* a day at the HOUSEHOLD SHOW? And, what does it avail *you* to have your *salesman* on the *road,* if his *customer* is at the *Garden,* where your *competitor* also is? Send your salesmen *out,* if you must. Keep them *in,* if you like. But—put one or two of your *best* salesmen in charge of your exhibit at the Garden, so that he or they can meet and greet *your* customers and your *rival's* and get "on-the-spot" orders. Your salesmen on the road are after the *same old trade* in the same old way. The Show points a *new* way for you to gain *new* trade—accounts you can reach in no other manner—the best and biggest dealers, who *don't* have to grant an audience to your salesman, when *he* comes, but *do* have to notice your display at the Show, when *they* come.

Now for a Representative Show.

CRITICISMS, that the last Show was not *wholly* representative of the magnitude and dignity of the Household Trades, suggest the pointed query to Mr. Critic, "Why didn't *you* help to make it representative?" However, all that may be forgotten. The coming Show *will* be broadly representative of the *best* and *biggest* houses and the *first* and *foremost* lines in *all* markets. When the Show was an *experiment,* there may have been an excuse for manufacturers to "watch and wait." Now that the Show is a *proved success,* there can be no excuse, except pinch-penny economy. We have already sold an *enormous* amount of floor space, but on account of the great extension of room at Madison Square Garden, we have many desirable locations left. APPLY FOR YOURS.

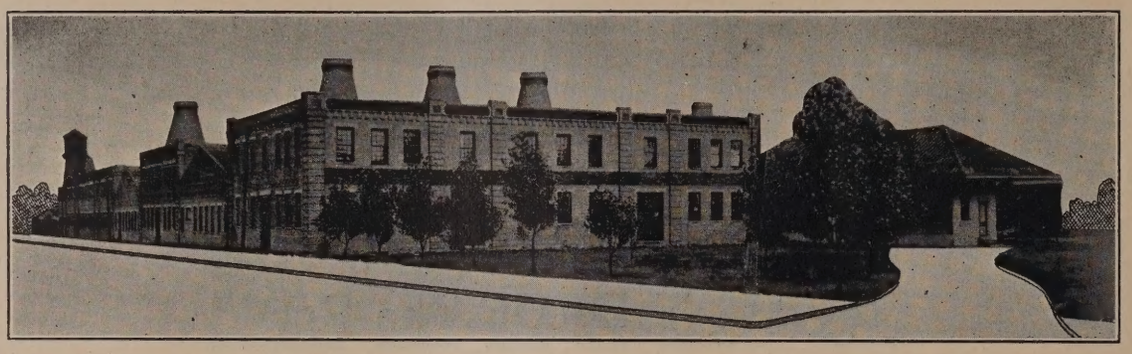
The Watchers on the Fence.

YOU who intend to wait and see how the SHOW turns out and let the other fellow spend his money first are openly confessing *weakness* and lack of *initiative.* You look carefully to the originality of your merchandise. Why not the originality of your SELLING METHODS? Thousands of buyers regard the exposition at the Garden as THEIR OWN SHOW. Some of them have written us, that whenever practical they will confine their purchases to the SHOW EXHIBITORS. Then, where do you come in? With your alert competitor and his salesmen "on the spot." What chance is there of the buyer getting to your salesroom, past the solid phalanx of exhibits at the SHOW, and past the army of hands eager to welcome him and to have his order? On the night of the first day of the SHOW many companies will be CLAMORING for space, but in vain. Save regrets and ACT NOW.

HOLD SHOW, 5th AVENUE BUILDING, NEW YORK
(Broadway and 23rd Street) Telephone 537 Gramercy

FOR SALE *or* LEASE

This Pottery Ready for Business at a Bargain. One of the Best Equipped Potteries in Ohio.



FOR PRICE AND TERMS ADDRESS

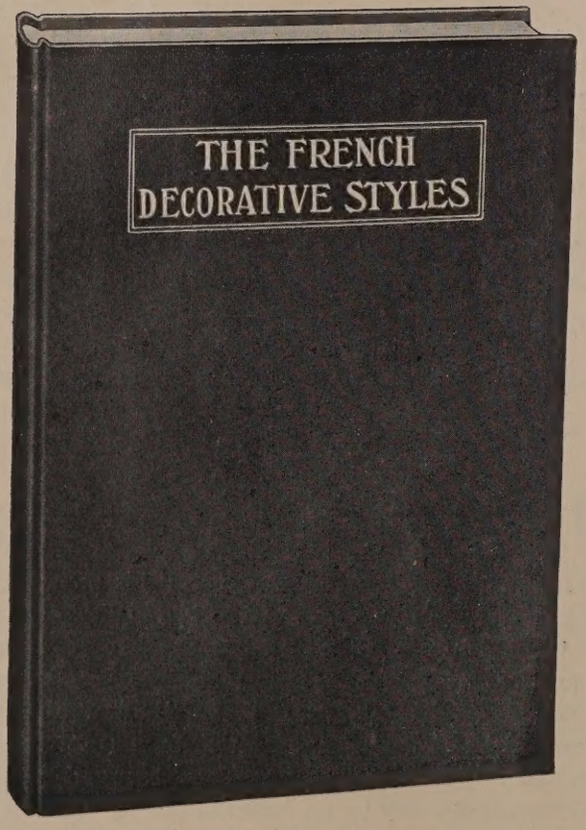
T. A. PARRY,

Columbus, Ohio

ROOM 503, CENTRAL NATIONAL BANK BLDG.

CITIZEN'S PHONE 3641

BELL PHONE M. 1163



One Volume 9½ x 12 inches, Fully Illustrated, Cloth Binding. **$2.00 Postpaid**

The Period Styles At Your Finger's Tip

You can learn more about the French decorative periods from the French Decorative Styles than you can from any other half dozen books on the same subject. Because it concentrates; because it avoids all useless details; because it is written for the man who wants instructive information; because it is thorough. It has helped others, it will help you.

The French Decorative Styles

is a history of French Decorative Art from the earliest times to the present day and it should be part of the stock-in-trade of every decorator and furnisher, upholstery and furniture dealer, salesman, buyer and all others interested in decoration and interior furnishings. The illustrations are excellent and the text is bright and interesting.

Fill in the accompanying coupon—NOW.

T. A. CAWTHRA, & CO., 395 Fourth Ave., N. Y.

Gentlemen:—The inclosed $2.00 is for a copy of the French Decorative Styles, which I would like immediately.

Name.....

Address.....

Cut Glass

A COMPLETE popular priced line of trade winners that sell.

We want your duplicate orders. That is why our low priced line is finished up to the highest standard. Also the better grades at attractive prices.

—

John A. Nelson

Cut Glass Mfg.

320 DRIGGS AVENUE
BROOKLYN, N. Y.

G. D. A. PORCELAINES

OLDEST AND BEST
Factory Founded in 1797

MARQUES DE FABRIQUE

ON WHITEWARE

GDA
FRANCE

ON DECORATED

CH. FIELD HAVILAND LIMOGES

OR

GDA LIMOGES

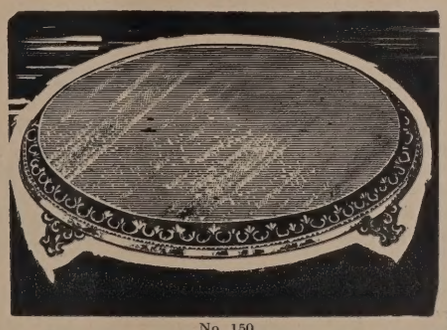
Factory and Main Office
LIMOGES, FRANCE

Porcelaines GDA

New York Office,
29 BARCLAY STREET

Here it is, a Leader

The Best Plateaux for the Lowest Prices



No. 150

None better made.
All parts brazed.
Well finished throughout.

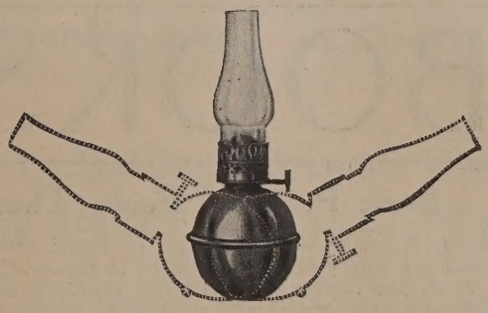
No ugly seams showing to hurt your sales. No lead used in soldering. A Plateaux that will stand any test. Compare with those you have been using.

MADE BY

John E. Rohrbeck

24 DOWNING STREET, NEW YORK

WE MAKE A FULL LINE



"Roly Poly" Night Lamp—If upset, uprights itself

SOMEBODY

is going to do a good business in your town featuring safety lamps, and it might as well be you. The Stillman safety lamp is a ready seller, a good profit-getter, and thoroughly practical and scientific in its construction. It is odorless, burns with a bright flame, cannot explode and goes out if dropped. It is built in a dozen different attractive shapes and made in several metals and finishes.

The Stillman safety device has not been confined to lamps alone; it is successfully employed in several designs and varieties of cooking oil stoves and oil heaters, all of which are absolutely non-explosive and odorless.

Full particulars regarding all styles of Stillman oil lamps and heaters will be sent upon request, together with prices and testimonials from satisfied dealers and fire underwriters who have thoroughly inspected the patent. *Now is your Opportunity.*

STILLMAN SAFETY LAMP CO.
68 MURRAY STREET NEW YORK

ANDREW H. HOAG CO.
MANUFACTURERS OF
GAS AND ELECTRIC FIXTURES
PORTABLES, SHADES AND DOMES
OFFICE, SALESROOM AND FACTORY
251 WEST 19th STREET, - NEW YORK
FORMERLY 46 WEST BROADWAY TELEPHONE CHELSEA 42

Manufacturers of Potters' Dressing Irons, also Jolly Tools, Saggar Punches, Saggar Dressers, Packing Paddles, Saggar Clay Cutters.
I. R. HARVEY Beaver Falls. Pa

Jas. Mitchell 1810 CENTENNIAL Wilson Mitchel 1910

Mitchell Grindstone Works
605-607-609 N. Front St., Philadelphia

Importer, Mfr., Dealer in M. F. and H. M.
GLASS CUTTERS' STONES
Cragleith, Blue Mitre, etc., Black Diamond Putty, Pumice, Woods, etc. Send for list No. 3C.

All Recent Typewriter Progress is Remington Progress

The *first* column selector.

The *first* built-in decimal tabulator.

The *first* key-set tabulator.

The *first* adding and subtracting typewriter.

All these are recent developments of the

Remington-Wahl
Adding and Subtracting Typewriter
Visible Writing and Adding

REMINGTON

Remington Typewriter Company
(Incorporated)
New York and Everywhere

BOOKS

Some Practical Books That Will Help You and Your Business

FRENCH POTTERY AND PORCELAIN. By Henri Frantz. A detailed history of the ceramic art in France. Chapters on all the famous manufactories especially those of Faience. Illustrated with sixty plates seven of which are in color. Bound in cloth. Price $2.50. Postage 19 cents extra.

THE KERAMIC GALLERY. By William Chaffers. Contains several hundred illustrations of choice examples of pottery and porcelain from the earliest time up to the nineteenth century. Describes every potter and pottery making the ware. A storehouse of information. Cloth bound. 468 pages. Price $12.50. Expressage extra.

THE POTTERY AND PORCELAIN OF THE UNITED STATES. By Edwin Atlee Barber, A.M., Ph.D. An historical review of American ceramic art from ancient to modern times with a chapter on the pottery of Mexico. The most comprehensive work on the subject. 365 illustrations. Bound in red cloth. Price $5.00. Postage 32 cents extra.

DUTCH POTTERY AND PORCELAIN. By W. Pitcairn Knowles. An invaluable book for the collector. Deals with the porcelain and pottery ware of Holland. Describes in detail the porcelain factories and potteries of The Hague, Arnheim, Amsterdam, etc. Has an appendix giving the names of the Delft Potteries, and the members of the famous Guild of St. Luke with their marks and monograms. Profusely illustrated. Bound in cloth. Price $2.50. Postage 16 cents extra.

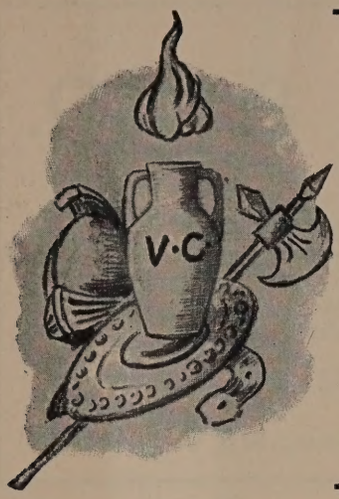
WEDGWOOD AND HIS IMITATORS. By N. Hudson Moore. Gives many characteristics of the ware produced by the famous master. Shows his process of manufacture and offers many interesting facts about the history of the handicraft. Forty-nine half-tone engravings from photographs. Bound in cloth. Price $1.00. Postage 9 cents extra.

THE POTTER'S CRAFT. By Prof. C. F. Binns. An enlightening treatise on the ceramic art; prepared for the instruction of the practical potter; contains many working half tone and line illustrations and formulæ. A very helpful work indeed. Bound in cloth. Price $2.00. Postage 8 cents extra.

ENGLISH TABLE GLASS. By Percy Bate. A volume giving in detail the history of the glasses of the eighteenth century. Illustrated with more than seventy full page plates. Chapters on wine glasses, ale glasses and other tall pieces, candlesticks, decanters, sweetmeat glasses, etc. A very valuable reference book. Bound in cloth. Price $2.50. Postage 17 cents extra.

HISTORY OF ANCIENT POTTERY, in two volumes. By H. B. Walters, M. A., F. S. A. A most elaborate and scholarly treatise on the ceramic art of Greece, Etruria, and Rome. A book for the practical man as well as the antiquarian. The standard reference on the subject. 300 illustrations; 8 colored plates. Bound in cloth. Price $15.00 for the two volumes. Not sold separately. Expressage extra.

For Sale by the HOUTT PUBLISHING CO., 395 Fourth Ave., N. Y.



JOHN KNIGHT, President
C. K. WILLIAMS, Treasurer
C. H. KNIGHT, Secretary

PAPER MAKERS' CHEMICAL CO.

Sole Agents for

V. C. B. and other grades of English China Clays

FROM MINE TO POTTERY

Easton, Pennsylvania

Finest Dorsetshire and Devonshire Ball Clays

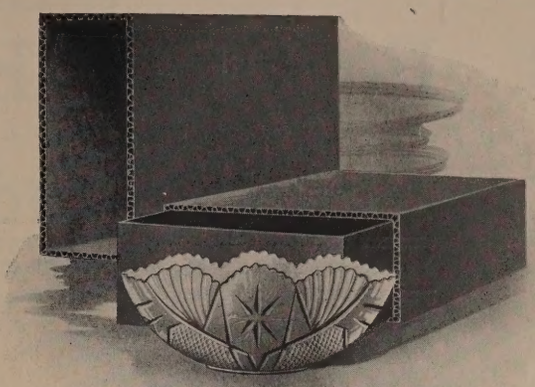
Write for Catalog

STATE COLLEGE OF CERAMICS

Alfred University

Alfred, New York

Charles F. Binns, Director



THE H. & D. CORRUGATED BOX makes an ideal package for cut glass and all fragile articles. A perfect resilent package, therefore no severe concussion can possibly come to the contents.

Your trade will appreciate their goods packed in this way. A complete absence of litter in unpacking.

Write for our catalogue "How to Pack It."

The Hinde & Dauch Paper Co.
SANDUSKY, OHIO

TO THE DEALER IN WHITE CHINA FOR DECORATING
INCREASE YOUR BUSINESS BY ADVERTISING IN

KERAMIC STUDIO MAGAZINE

A Monthly for the China Painter and Potter.
Yearly Subscription $4.00.

LIST OF BOOKS

Each complete in one volume.

The Second Rose Book, $3.00
The Fruit Book, $3.00
Grand Feu Ceramics, $5.00

CLASS ROOM BOOKS

Each complete in one volume.

No. 1. The Art of Teaching China Decoration..... $3.00
No. 2. Flower Painting on Porcelain..... 3.00
No. 3. Figure Painting on Porcelain and Firing..... 3.00
No. 4. Conventional Decorating of Porcelain and Glass... 3.00

KERAMIC STUDIO PUBLISHING CO.
136 Pearl Street, Syracuse, N. Y.

P. S. You can sell our publications at a good profit. Send for price list.

Greenland Kryolith

For Opal and Alabaster Glass and Porcelain Enamel Ware

Penna. Salt Mfg. Co. —SOLE— IMPORTERS

General Offices: Philadelphia.

NEW YORK PITTSBURG CHICAGO ST. LOUIS

PHOTOGRAPHS

STADLER PHOTOGRAPHING COMPANY
INCORPORATED
ART AND COMMERCIAL WORK

A. H. STADLER, Pres. & Mgr.
HOWARD M. WEBSTER V. Pres.
H. D. WILLIS, Secy. & Treas.

CHICAGO
1322-28 WABASH AVE.
TEL. CALUMET 4390-91

NEW-YORK
67-69 IRVING PLACE-18th ST.
TEL. GRAMERCY 1746

PHOTOGRAPHS WILL SELL YOUR GOODS

For a full decade we have specialized in the work of sampling by picture. The PHOTOGRAPH, unquestionably the truest illustration, has been the nucleus of our effort. Its application to the China, Glass, Pottery and Brass lines has proven most successful. Two equally well equipped plants. We solicit your patronage for the one most convenient for you.

ESTABLISHED 1869

B. F. DRAKENFELD & CO.

FORMERLY J. MARSCHING & CO.

Pottery and Glass Colors

Materials for Decorating China, Glass and Enameled Ware

Oxides and Chemicals

East Liverpool Office, First National Bank Building
C. N. MUESSIG

27 Park Place, NEW YORK

MASON COLOR AND CHEMICAL CO.

MANUFACTURERS OF

Underglaze and Enamel Colors for China

TRADE MARK

Earthenware and Glass Oxides for Enamelers

OFFICE AND WORKS
220-222 Walnut Street

ESTABLISHED 1842
East Liverpool, Ohio, U. S. A.

GLASS SAND

HIGHEST GRADES 99.97% PURE SILICA

Best on earth in every way for Rich Table Ware, Druggists' Bottles, Plate Glass and Potters' Placing Purposes.
Capacity 600 tons per day.

POTTERS FLINT

QUALITY 99.97% PURE—BEAUTIFULLY WHITE IN COLOR

Reduced to pass through 140 Mesh Lawn and no tailings.

EQUAL IN EVERY WAY TO FRENCH FLINTS
Capacity 120 Tons Daily

NATIONAL SILICA CO. OHIO SILICA CO.

General Offices: MONADNOCK BLOCK, CHICAGO, ILL.
Factories: OREGON, ILL., AND EAST LIVERPOOL, OHIO

FACSIMILE OF LABEL

Liquid Bright Gold

ENAMEL (ON GLAZE) || **COLORS** **UNDERGLAZE**

Liquid Lustre Colors for China and Glass

Oxide of Cobalt, Boracic Acid and other chemicals used in Pottery and Glass Industries.

The Roessler & Hasslacher Chemical Co.

H. W. SMITH, Representative, East Liverpool, Ohio

MAIN OFFICE { 100 William St., New York